CableVision

The news and features weekly for the cable television industry

CableVision

This Week in Cable, pages 17-22 June 11, 1984, Volume 9, Number 41

BILL ACCORD IN OFFING (AGAIN)

Industry representatives, along with the National Conference of Mayors and the National League of Cities, were said to be poised to compromise on national cable deregulation, possibly paving the way for passage this year. But, then, we've heard this before. Associate Editor Sally Russell reports.

NCTA BRACES FOR HOT TIME IN VEGAS

The 33rd annual edition of the NCTA annual convention gets underway this week, with customer satisfaction and the status of national cable legislation two main topics of discussion.

TCI-AMERICABLE SCOLDS MIAMI

Miami Cablevision executives take issue with sternly worded report issued recently which chides the MSO for poor performance in several areas. Correspondent Bill Gjebre fills in the details.

RELIANCE MAY FIGHT TO CONTROL DISNEY

Reliance Financial Services, in a government filing, serves notice that it may mount a proxy fight to take over Walt Disney Productions, parent of The Disney Channel. West Coast Bureau Chief Eric Taub reports.

What's in the sections

PROGRAMMING 25

Critic Robert DiMatteo reviews the Broadway production of *Piaf*, a taped cablecast of the Arts & Entertainment Network.

MARKETING/ADVERTISING 27

In recent past, only three of 56 major market newbuilds hurdled the 55 percent penetration wall. *CableVision* Associate Editor Cecilia Capuzzi uncovers the ways in which those systems beat the average.

BUSINESS: Special Report 30

The rough waters of cable franchising can prove difficult to navigate. *CableVision* correspondents report on the progress and pitfalls of franchising efforts in Detroit, Milwaukee, Cincinnati, Miami and St. Louis.

Departments

BETWEEN THE LINES 9
NEWSWIRE 13
CABLESCOPE 15
LEADING THE WEEK 17
STOCK MARKET 42
EVENTS 206
TECHNOLOGY 210
CLASSIFIEDS 212
ADVERTISERS' INDEX 218
REGIONAL REPORT 221
CABLE STATS 222
PARTING WORDS 226

About the cover

Artist Rod Pudim, our regular convention caricaturist, employs a shopping mall motif—with key industry players as the customers—to illustrate this year's NCTA focus on customer service.

Pages 79-126 **PLUS**

Keeping the customer satisfied

With the theme of NCTA '84 "The Consumers' Choice," the cable industry has come to the realization, in some cases belatedly, that its chief task—and the key to profitability—is keeping the customer satisfied. In this special *CableVision Plus* report, our editors examine various facets of the customer service issue—from CSR training and involving installers in the customer service process, to utilizing public access and local origination as customer satisfaction tools. Denver area illustrator Malcolm Farley provides a graphic depiction of the industry's effort in his full-color cartoon drawing that accompanies the feature.

Titsch Communications Inc.

Robert Titsch, President
Dean J. Kilpatrick, Executive Vice President
Chief Operating Officer
Michael Borer, Chief Financial Officer
Joyce Hemmen, Director of Operations

Michael B. McCready, Vice President Publisher
Victor Livingston, Editor-in-Chief (New York)

EDITORIAL:
New York—Cecilia Capuzzi, Sally Russell, Associate Editors; Simon Applebaum, Manager, Editorial Services; Robert DiMatteo, Reviewer; Fred Dawson, Senior Editor.
Denver—Loren Finkelstein, Rosalie Hein, Assistant Managing Editors; Gary Kim, Constance Warren, Associate Editors; Lisa Snyder, Teresa Jemming, Editorial Assistants.
Washington, D.C.—Paul McCloskey, Senior Correspondent.
Los Angeles—Eric Taub, Bureau Chief.

PRODUCTION:
Carol Rush, Production Director; Kathy Berlin, Assistant Production Director; Brad Hamilton, Art Director; Diane Krensky, Yashpal Singh, Nanette Campbell, Earl V. DeWald, Shari Wajda, Francine Stephens, Artists.

ADVERTISING:
Denver—Donna Briggs, National Sales Manager; Cathy Wilson, Senior Account Executive; Marcia Larson, Account Executive; Suzanne Sparrow, Classified Sales Manager; Pam Berke, Marketing Coordinator Customer Service; Judith Ferland, Circulation Director; Mike Mullins, Circulation; K. Kelly Banwell, Traffic Manager; Patti Crossland, Traffic.

OFFICES:
Denver—1621 18th St., Denver, Colo. 80202 -or-P.O. Box 5727-TA, Denver, Colo. 80217. (303) 295-0900.
New York—101 Park Ave., Suite 401, New York, N.Y. 10178. (212) 661-7410.
Los Angeles:—101 North Robertson Blvd., Suite 206, Beverly Hills, Calif. 90211. (213) 659-3965.
Washington—1701 K St., NW, Suite 505, Washington, D.C. 20006. (202) 835-0900.

© Titsch Communications, Inc., 1984. All rights reserved. *CableVision* (USPS 100-430) (ISSN 0361-8374) is published weekly by Titsch Communications, Inc., 1621 18th Street, Denver, Colorado 80202 -or- P.O. Box 5727-TA, Denver, CO 80217-5727. June 11, 1984. Volume 9, Number 41. Subscription price: 1 year, $64.00; 2 years, $115.00; 3 years, $154.00. Outside USA: 1 yr.-$124, 2 yrs.-$205, 3 yrs.-$274. PREPAYMENT IN U.S. FUNDS ONLY! Second-class postage paid at Denver, Colorado. POSTMASTER: Please send address changes to *CableVision*, P.O. Box 5727-TA, Denver, Colorado, 80217-5727.

Top 50 Companies in Cable

The impact of the economic recession, which stunned the cable business in 1982, continued to reverberate through the industry last year, affecting the bottom lines of multiple system operators, hardware and wire suppliers and satellite programmers alike, 'CableVision's' 1984 survey of the Top 50 Companies in Cable reveals.

Twenty-one of the companies on this year's list, ranked on the basis of total revenues, turned in less profitable performances in 1983 than in 1982, among them: American Express Co., Warner Communications Inc., Gulf + Western Industries, The Penn Central Corp., General Instrument Corp., M/A-COM Inc., Storer Communications, Scientific Atlanta and Oak Industries. However, with the exception of those corporations deriving a substantial portion of their gross revenues from cable businesses, the uneven recuperation of the cable industry last year was seldom the principal cause of their economic misfortunes. In actuality, only 10 of the Top 50 companies — American Express, Warner, CBS Inc., ABC, Time Inc., Tribune Co., Walt Disney Productions, M/A-COM, Oak and Burnup & Sims — reported that their cable-related income had slumped below 1982 levels; and, of these, only five reported that their cable operations were in the red. In the case of two other major players, Playboy Enterprises and Scripps-Howard, their subsidiary cable operations showed net losses in 1983, but these results were improvement upon even greater net losses in 1982.

Comparing last year's survey with this year's, the raw count of winners and losers remained virtually unchanged. Reporting on the economic performance of the Top 50 in 1982, 'CableVision' a year ago found that 21 of the companies on the list were unprofitable; 12 subsidiary cable operations showed drops in net income from 1981 levels; and eight cable operations ended 1982 losing money. What chiefly distinguishes this year's compilation from last year's is the high incidence of upward and downward mobility among the leading players, itself a fair indicator of parlous economic times.

Only 13 of the Top 50 companies that appeared in the rankings of the 1983 survey held their position this year. Absent from the list this year is Getty Oil, which owned ESPN, the largest cable satellite program network, and was in turn acquired by Texaco in 1983. Texaco, which from the start evidenced no interest in holding on to ESPN, sold its 70 percent stake in the 24-hour, ad-supported sports channel to ABC Video Enterprises in May 1984 for $188 million plus $14 million for uplink and satellite transponder facilities. In January of this year, ABC acquired a 15 percent interest in the channel by exercising an option it held with Getty Oil. ABC became the sole owner of ESPN by buying out the remaining 15 percent interest in the network owned by Cable Enterprises Inc., the holding company for Texaco's 70 percent interest and an additional 15 percent owned by ESPN's founder Bill Rasmussen and several other investors.

The second company to depart from the list was Continental Copper & Steel Industries, now named CCX Inc., whose revenues this year fell below those of Adams-Russell Co., a Waltham, Mass.-based cable MSO and equipment manufacturer, which replaced it as the 50th company on the list.

General Electric Co., which owns GE Cablevision, the 21st largest MSO, with 326,000 subs in six states, remained the number-one ranked company in cable television, this year as last, reporting total revenues in the neighborhood of $27 billion, a 1 percent gain from 1982.

'CableVision's Top 50 comprises most of the major players in cable today, including multiple system operators; hardware, wire and other equipment suppliers; but also broadcast television networks, newspaper publishing companies, program producers and satellite communications companies.

—By Mel Friedman

ADAMS-RUSSELL CO. INC.
1380 Main St.
Waltham, Mass. 02154
(617) 894-8540
Gerald Adams, chairman
John Lynch, president

Cable interests:

• Cable Services Division. Owns and operates systems in the Northeast and Central U.S. serving more than 123,500 basic and 137,100 pay subscriber units.

• Video Information Services. Operates two development projects, The Cableshop and ARVIS-7000. The Cableshop provides two channels of long-form cable advertising with interactivity features so that viewers can select commercials they want to view. ARVIS-7000 is a computerized electronic system that permits cable operators to automatically insert spot advertising on any of four channels.

Communication interests:

• Electronic Products Group. Manufactures sophisticated electronic transmitters, receivers, radar equipment, antennas, primarily for the military.

Fiscal 1983, which ended Sept. 30, 1983, marked the 25th anniversary of Adams-Russell Co., the Waltham, Mass.- based MSO and high-tech electronics manufacturer. It also marked A-R's 10th consecutive year of increasing sales and profits. Net income from continuing operations was $6.6 million compared to $5.8 million in fiscal 1982, and net income, including results of discontinued operations (A-R sold the assets of TV station WYTY in 1983 for a net gain of $3.2 million), was $9.8 million, a 62.2 percent increase over 1982's $6 million. Total revenues for the year were $91.9 million, up 27.9 percent from 1982's $71.9 million.

Adams-Russell's operations are divided into two basic groups: Telecommunications and Electronic Products. Under Telecommunications, A-R owns and operates cable systems in the Northeast and Central U.S. serving more than 123,000 basic and 137,000 pay subscriber units. In fiscal 1983, cable TV capital expenditures totaled $15.6 million, with $12 million attributable to construction of new franchises.

According to A-R, future cable growth will come from higher basic and pay penetration rates in existing systems rather than franchising. The company's goal for 1984 is to increase its subscriber base 35 percent or better to at least 135,000 subs by year's end. In 1984, CATV capital expenditures are expected to total $13.5 million, down slightly from 1983 levels.

Adams-Russell also is involved in two corporate development projects with possibly important ramifications for the cable industry. On November 1, 1983, A-R launched The Cableshop, an interactive long-form advertising program service that permits viewers to call up selected commercials for home viewing. The service, which was subject to lengthy testing, debuted on nine systems with 215,000 subs. A few months prior, A-R booked its initial orders for the ARVIS-7000 system, which permits cable operators to automatically insert commercials in any of four cable channels. The turnkey system schedules, selects, airs and records the advertising shown.

The bulk of A-R's sales and income come from its Electronic Products segment, which manufactures microwave signal processing components and subassemblies, antennas and transmission lines, surveillance and measurement receivers and associated instrumentation, primarily for the U.S. defense industry.

The Telecommunication segment contributed operating income of $11.6 million on sales of $23.5 million in fiscal 1983.

AFFILIATED PUBLICATIONS INC.
135 Morrissey Blvd.
Boston, Mass. 02107
(617) 929-2000
William Taylor, chairman
John Giuggio, president

Cable interests:

• McCaw Communications Companies Inc. (45 percent interest) Operates cable systems in Oregon and Alaska. Total subs: 114,600 (2/84).

• 50 percent interest, along with McCaw (which holds the remaining 50 percent), in McCaw Communications of southern Oregon, an operator of systems in southern Oregon and owner of Pacific Telatronics, a microwave common carrier in northern California and southern Oregon.

Participated in market trial of Viewtron videotex system with Knight-Ridder's Video-data Corp.; exploring possibility of joint venture.

Communication interests:

• Affiliated Broadcasting owns five AM and five FM radio stations.

• Globe Newspaper Co. Publishes *The Boston Globe.*

• McCaw Cellular Communications. (80 percent interest) Applications pending in 26 major cellular radio markets.

• Interstate Mobilephone Co. Awarded cellular licenses in Seattle and Portland metropolitan markets (McCaw Cellular has a 13.5 percent interest in each of these licenses).

• McCaw Radio Common Carrier Division. Sells and services mobile telephones and pagers.

The owner of *The Boston Globe,* 10 radio stations and the Globe Pequot Press, Affiliated Publications entered the cable TV business in 1981 when it purchased a 45 percent interest in McCaw Communications for $12 million. Ranked 82nd among the top 100 MSO's at the time, McCaw has since climbed to the number 44 spot (as of April 1984), reporting more than 114,600 subs in Washington, Oregon and Alaska. McCaw also has executed purchase and sale agreements to acquire systems in Hawaii, Mississippi, Missouri, New Mexico and Texas. Affiliated and McCaw also own cable systems in southern Oregon through a joint venture known as McCaw Communications of Southern Oregon. This joint venture is managed by McCaw, which holds a 50 percent interest in the company (giving Affiliated an overall 72.5 percent interest due to its 50 percent ownership of McCaw. Revenues from this joint venture were $10.9 million in 1983, net losses 4.4 million and operating cash flow $5.8 million. As part of the Southern Oregon deal, McCaw also acquired Pacific Telatronics, a microwave common carrier.

McCaw also is involved in developing new communications technologies, such as cellular radio and videotex. Its cellular radio division has filed for cellular radio licenses in 26 markets, and it has a 13.5 percent interest in franchises obtained by Interstate Mobilephone Co. for Seattle, Wash. and Portland, Ore. Throughout 1983, its Viewtron/New England task force monitored developments in Knight-Ridder's market test of Viewtron, a consumer-based videotex service. In 1982, Affiliated entered into an agreement with Viewdata Corp. of America, K-R's videotex subsidiary, to explore the potential of this new technology. The Viewtron/New England task force has been developing its own regional database should Affiliated decide to make

(Continued on p. 58)

	Company	1982 rank	Total revenues '83	Total revenues '82	Total revenues % ch.	Net income (loss) '83	Net income (loss) '82	Net income (loss) % ch.	Total assets '83	Total assets '82	Total assets % ch.
1	General Electric[1]	1	26,797.0	26,500.0	1.0	2,024.0	1,817.0	11.0	23,288.0	21,615.0	7.7
2	GTE Corp.[2]	3	12,943.9	11,766.7	10.0	949.0	814.0	16.5	24,222.8	22,199.4	9.1
3	American Express Co.	6	9,770.0	8,093.0	20.7	515.0	581.0	– 11.4	43,981.0	28,311.0	55.3
4	Westinghouse[3]	4	9,532.6	9,745.4	– 2.2	449.0	449.3	0.0	8,569.0	8,349.8	2.6
5	RCA Corp.	5	8,977.3	8,016.0	12.0	240.8	222.6	8.2	7,656.1	7,576.0	1.3
6	CBS Inc.	8	4,540.2	4,122.8	10.1	187.2	110.8	68.9	1,809.5	1,679.5	7.7
7	Gulf + Western Ind.[4]	7	3,992.6	3,911.7	2.1	(212.1)	168.6	– 225.8	4,418.2	5,847.3	– 24.4
8	North American Phillips[5]	11	3,799.8	3,168.1	19.9	95.7	73.6	30.1	2,252.5	1,825.8	23.4
9	Warner Communications	9	3,425.2	4,090.7	– 16.3	(417.8)	257.8	– 262.1	3,122.3	3,186.4	– 2.0
10	American Broadcasting Co.[6]	13	2,948.8	2,664.5	10.7	159.8	160.0	0.0	2,090.5	1,922.3	8.7
11	Time Inc.	10	2,717.0	2,370.9	14.6	168.9	153.1	10.3	2,273.0	1,729.0	31.5
12	The Penn Central Corp.[7]	12	2,538.9	3,165.4	– 19.8	19.7	131.5	– 85.0	28,736.0	3,099.0	– 7.3
13	Times Mirror Co.	14	2,478.5	2,200.4	12.6	199.6	139.9	42.6	2,384.5	2,135.6	11.7
14	Tribune Co.[8]	16	1,586.5	1,431.4	10.8	69.3	23.9	189.6	1,635.4	1,570.3	4.1
15	MCA Inc.[9]	15	1,584.5	1,586.0	– 0.1	147.2	176.2	– 16.5	1,767.8	1,641.1	7.7
16	Knight-Ridder	17	1,473.4	1,327.9	10.9	119.4	102.9	16.0	1,179.9	1,059.9	12.2
17	Zenith Radio Corp.	18	1,361.3	1,239.2	9.8	46.3	(24.3)	290.5	739.0	672.9	9.8
18	Walt Disney Productions[10]	21	1,307.4	1,030.3	26.9	93.2	100.1	– 6.9	2,381.2	2,102.8	13.2
19	Pioneer Electronic Corp.	20	1,302.7	1,252.4	4.0	9,409.0	(12.9)	173.6	1,033.8	1,038.4	– 4.4
20	Centel Corp.[11]	19	1,272.1	1,156.2	10.0	113.3	108.2	4.7	2,351.2	2,199.4	6.9
21	The New York Times Co.[12]	23	1,091.3	933.7	16.9	78.7	54.3	45.0	774.2	761.5	1.6
22	General Instrument Corp.[13]	22	911.0	974.3	– 6.5	36.0	102.2	– 35.3			
23	Dow Jones & Co.[14]	24	866.4	730.7	18.6	114.2	88.1	29.6	700.2	594.1	17.7
24	Capital Cities Comm.	25	762.3	663.6	14.8	114.7	96.3	19.1	1,052.9	776.0	35.6
25	Insilco Corp.[15]	26	674.2	636.0	6.0	34.3	14.8	131.5	622.4	612.4	1.6

All figures are stated in millions.

[1]Stock prices reflect two-for-one split in April 1983.
[2]Cable-related revenues, income and identifiable assets represent performance of Communications Services and Products segments.
[3]Cable-related revenues, operating income and identifiable assets represent performance of Broadcasting and Cable segments combined.
[4]Gulf + Western restructured its seven operating groups into three over the past fiscal year. As a result, the cable related financial data are presented as a portion of the Entertainment and Communications Group.
[5]North American Philips' cable-related data are subsumed under its Professional Equipment segment.
[6]ABC's cable-related data are reported as part of overall division performance, which includes non-cable ventures.
[7]Cable-related data are reports as part of the Telecommunications segment.
[8]Tribune Co. did not report high and low stock averages for 1983, the first year in which its stock was publicly available.
[9]Cable-related data are reported under general Filmed Entertainment segment.

Cable-related revenues			Cable-related operating income(loss)			Cable-related identifiable assets			Stock prices	
'83	'82	%ch.	'83	'82	%ch.	'83	'82	%ch.	'83 hi/lo	'82 hi/lo
									58-7/8/45-3/8	100/55
3,129.0	2,561.0	22.2	226.0	126.0	79.4	3,540.0	2,064.0	71.5	48-3/8/38-5/8	44-5/8/26-3/8
438.0	307.6	42.4	(99.0)	(46.7)	– 311.9				28/49-5/8	35-3/8/17-5/8
852.4	726.2	17.3	47.8	47.1	1.5	1,683.5	1,564.2	7.6	56-3/8/37¼	40½/21-7/8
									37-1/8/19¾	27/15¾
1,276.0	1,190.0	– 8.9	63.4	108.7	– 41.7	2,989.8	2,629.5	5.6	81¾/55	67/33-3/8
						2,517.2	2,655.3	-5.2	30-1/8/11½	19-1/8/11½
907.1	869.3	4.3	30.1	50.5	40.4	479.8	407.8	17.7	39-3/8/23½	25¼/15
438.0	307.6	42.4	(99.0)	(46.7)	– 111.9				35¼/19	63¼/27
13.4	14.9	– 1.0	(47.3)	(32.4)	– 45.9	79.7	60.3	32.3	69¾/48-3/8	61¼/26¾
1,090.0	856.0	27.3	215.0	174.0	23.6	1,228.0	1,068.0	14.9	78-3/8/44½	52-3/8/25½
376.8	373.2	1.0	15.9	35.4	– 55.1	381.0	443.3	– 14.1	41-1/8/24½	30½/20-1/8
154.0	125.0	23.2	15.3	20.0	23.5	613.0	395.0	155.2	44/29½	34¼/17¾
31.3	23.7	32.1	(4.8)	(3.0)	– 60.0	106.4	85.8	24.0		
321.5	277.1	16.0	163,778	213,101	– 23.1	974.2	835.0	16.6	43/32¾	39/19
46.1	43.3	6.6							30½/22-1/8	25¾/13¾
152.0	80.0	90.0							36/13-3/8	16-5/8/9¾
165.5	202.1	– 18.1	(33.4)	19.7	– 270.0	180.2	146.3	23.1	84¾/55	59¼/46
38.2	26.2	46.1	2.7	2.2	24.7	176.5	107.0	65.0	40.38/32.75	37.75/27.38
53.4	46.9	13.6	4.9	2.7	80.9	121.5	126.1	– 3.6	30.58/18	19.08/10.96
									56¼/32	35¼/17-7/8
67.0	53.3	25.7	2.1	1.7	23.5	223.1	212.4	5.0	156¼/114¾	136¾/64-3/8
248.3	220.6	12.6	32.5	26.0	25.0	217.4	163.4	33.1	26¾/18-1/8	23-7/8/12¼

[9]Walt Disney Productions anticipated a $28.3 million operating loss in fiscal 1983 for The Disney Channel, but overall cable-related data shown here represent part of the company's Motion Picture segment.
[11]Centel's cable-related data represent performance of Centel Cable Television Co.
[12]Cable-related data represent combined results of Broadcasting and Cable TV Group.
[13]General Instrument's annual report for fiscal year 1984, which ended February 29, 1984, was not available at press time, although a press release reported highlights of the company's performance, included here.
[14]Dow Jones & Co. does not report its cable-related data separately; nor does CCI reveal these results.
[15]Insilco's cable-related data represent results of the Electronics/Communications segment, of which Times Fiber is a part and contributes about 55 percent of revenues.
[16]Cable-related data represent results of overall Media Group, which includes broadcast TV and radio operations.
[17]Cable-related data represent combined results of radio, television, entertainment and cable operations.

	Company	1982 rank	Total revenues '83	Total revenues '82	Total revenues % ch.	Net income (loss) '83	Net income (loss) '82	Net income (loss) % ch.	Total assets '83	Total assets '82	Total assets % ch.
26	M/A-COM Inc.	27	637.3	587.6	8.4	29.7	33.9	– 12.6	658.1	566.4	16.2
27	MacLean Hunter	—	634.1	524.9	20.8	90.7	66.9	35.7	112.4	506.8	40.6
28	Cox Communications	31	614.6	514.7	19.4	78.0	65.4	19.2	940.2	800.1	17.5
29	Anixter Brothers	29	525.9	537.8	2.2	10.3	16.2	– 36.1	321.8	231.6	39.0
30	Wometco Enterprises	32	519.7	493.4	5.3	30.9	26.0	18.6	533.6	478.2	11.6
31	Storer Comm.	34	458.9	379.3	20.9	(39.7)	9.2	– 531.3	1,206.5	1,114.7	5.2
32	Rollins Inc.[16]	30	444.2	526.5	– 15.6	5.3	46.0	– 88.6	327.5	399.6	– 18.0
33	Harte-Hanks Comm.[17]	33	443.6	394.4	12.5	33.3	27.3	21.1	485.2	441.7	9.8
34	Oak Industries[18]	28	426.4	545.7	21.9	(166.1)	4.1	– 4,148.6	451.8	636.2	29.0
35	Taft Broadcasting	35	380.9	358.2	6.4	38.0	38.8	-2.1	677.9	611.9	10.8
36	Rogers Cable Systems[19]	40	364.2	244.4	49.0	(15.1)	(7.2)	– 110.5	914.4	905.1	1.0
37	Tele-Communications Inc.	37	347.3	265.6	30.7	20.5	10.5	97.4	1,221.8	902.9	35.3
38	Scientific Atlanta	36	326.6	337.2	– 3.2	0.37	14.2	– 97.4	267.8	247.5	8.2
39	Viacom Int.[20]	38	315.6	281.4	12.1	28.1	25.9	8.3	717.5	669.1	7.2
40	Affiliated Publications[21]	39	293.8	259.0	13.2	22.2	15.8	40.9	188.5	148.8	26.6
41	Multimedia Inc.	42	269.7	225.5	19.6	35.2	28.9	21.4	387.1	285.7	35.5
42	Turner Broadcasting Co.[22]	45	224.5	165.6	34.3	7.0	3.4	309.3			
43	Augat Inc.	44	202.4	188.3	7.5	19.9	20.2	– 1.2	217.0	194.1	11.8
44	Burnup & Simms[23]	41	193.9	187.1	3.6	(6.8)	9.4	– 171.9	139.8	159.0	– 12.1
45	Playboy Enterprises[24]	43	193.7	210.1	– 7.8	(17.5)	(51.7)	– 66.2	138.2	175.2	– 21.1
46	United Cable Television Corp.[25]	46	115.3	91.8	25.5	(30.4)	15.1	– 301.5	274.9	251.1	9.5
47	Heritage Comm.[26]	49	105.9	94.8	11.8	5.4	6.1	– 12.9	148.4	127.7	16.3
48	Sammons Enterprises[27]	50									
49	Scripps-Howard[28]	47	100.6	95.6	5.2	17.6	19.5	-9.8	143.4	126.1	13.8
50	Adams-Russell[29]	—	91.9	71.9	27.9	9.8	6.0	62.8	106.2	86.2	23.2

[16]Cable-related data represent results of the Communications segment.
[17]Cable-related data are for United States operations only.
[20]Viacom's 1983 revenues do not include revenues of Showtime/The Music Channel, formed in September 1983. Fifty percent of the revenues of the originally owned Showtime Entertainment were included in the results for the first eight months of 1983.
[21]McCaw is considered an investment, and Affiliated uses the equity method of accounting.
[22]Consolidated results available at press time do not break out cable data separately, nor do they include total assets or hi/low stock prices.
[23]Cable-related data are subsumed under cable television and utility services.

Cable-related revenues			Cable-related operating income(loss)			Cable-related identifiable assets			Stock prices	
'83	'82	%ch.	'83	'82	%ch.	'83	'82	%ch.	'83 hi/lo	'82 hi/lo
216.4	219.6	– 1.4	22.1	28.5	– 22.5	116.9	123.4	– 5.3	35-1/8/17-1/8	32/11-7/8
115.1	92.6	24.3	30.0	23.1	30.0	204.7	180.3	13.5	18.63/10.50	12.25/8
337.4	261.5	29.0	45.4	37.7	20.5	633.6	541.2	17.1	55¼/40½	48/23-7/8
									28/9.50	19/12
58.1	45.9	26.2	14.5	9.5	53.5	145.3	125.8	15.5		
291.1	222.7	30.7	2.5	2.4	4.4	1,008.6	909.4	10.9	37¾/25-5/8	34½/19
81.9	69.2	18.4	20.9	20.1	3.7	88.3	73.5	12.0	17-3/8/9-7/8	19¼/13
99.8	87.8	13.2	23.5	21.5	9.6	213.4	193.3	10.4	26-5/8/17	208/10-5/8
177.8	315.1	-43.8	(86.5)	2.5	– 3,513.2	192.2	308.4	– 37.7	14-7/8/4-5/8	32¼/9
									48.25/28.25	35.75/25.38
211.6	122.4	72.9	70.3	41.9	67.7	543.5	577.8	– 5.9	12.25/6.50	8.38/4
									14-1/8/8	22/11-7/8
									22.88/10.13	32.75/11.13
151.5	112.9	34.2	22.1	19.3	14.7	269.7	220.3	22.4	40-7/8/26¾	35⅛/17¼
									45/24½	28/15-7/8
53.2	32.8	62.1	10.1	5.7	76.5	128.1	99.0	29.4	44¼/31	33-5/8/18-1/8
									40.25/26.50	33.50/20.38
66.7	56.9	17.2	4.5	9.8	– 53.9	31.8	38.1	– 14.3	14-5/8/7-3/8	17⅛/8⅛
12.4	.58	2,020.3	(2.3)	(4.4)	48.1	17.6	4.2	319.3	14-7/8/7	12-5/8/5¾
									29-7/8/16-7/8	31¼/18½
45.1	35.5	26.8	10.4	7.9	31.5	101.2	87.3	16.0	16½/13¼	11-7/8/7-3/8
106.0	81.3	30.4	13.4	12.8	4.7	238.2	204.2	16.7	private firm	private firm
6.2	2.5	148.0	(1.85)	(1.99)	7.1	48.1	30.8	56.1	31/21¼	26¾/16¾
23.5	14.7	59.9	11.6	9.0	28.9	54.7	37.4	462	30.88/15	16 83/12.08

[24]Cable revenues are actually net sales and revenue from continuing operations. Cable-related data include results of videocassette and videodisc sales as well as STV, syndication and CATV program operations.
[25]Total revenues, net income and identifiable assets reflect STV losses, which are included as discontinued operations.
[26]Heritage-sponsored limited partnerships had revenues of $21.1 and $11.4 million in 1983 and 1982, respectively.
[27]Sammons Enterprises is a privately owned company and does not reveal total revenues, net income or total assets, nor does Sammons offer public stock.
[28]Scripps-Howard is owned by The E.W. Scripps Company; cable-related data are combined totals for partnerships and subsidiaries.
[29]Cable-related data reflect results of Telecommunications segment, which includes cable systems, Cableshop and ARVIS-7000 operations.

(Continued from p. 53)
a deeper commitment to Viewtron's proposed expansion, which could include a New England rollout in 1985.

Overall, Affiliated enjoyed a good year in 1983. Revenues were $293.8 million, compared to $259.4 million in 1982, an increase of 13.2 percent. Operating income was $50.4 million, compared to $38.3 million, and net income increased 41 percent to $22.2 million from $15.8 million in 1982. McCaw Communications contributed $18.8 million in operating revenues to the company, compared with $13.4 million in 1982; and the company sustained a net loss of $2.28 million, compared with a $1.7 million loss the previous year.

AMERICAN BROADCASTING COS. INC.
1330 Ave. of the Americas
New York, N.Y. 10019
(212) 887-7777
Leonard Goldenson, chairman
Frederick Pierce, president

Cable interests:

• ABC Video Enterprises. The division's principal activity is as a supplier of programming, typically through joint ventures. Hearst/ABC Video Services operates, in partnership with Viacom International, Lifetime, a lifestyle and health channel; and, in conjunction with RCTV Inc., the ARTS & Entertainment Network, a visual and performing arts channel. It recently acquired 100 percent interest in ESPN, and is experimenting, in a joint venture with Cox Cable, with a pay-per-view movie service called FirsTicket. Finally, a sales and marketing unit licenses other ABC programs to various distribution services.

Communication interests:

• TeleFirst Entertainment Recording Service, an in-home, on-demand video cassette recording service, in a test phase in Chicago.

• ABC Television Network, with 210 primary affiliated TV stations.
• ABC Entertainment.
• ABC News.
• ABC Sports.
• ABC Broadcast Operations and Engineering.
• Five wholly-owned television stations.
• Six FM, six AM stations.
• Seven ABC Radio Networks.
• ABC Motion Pictures.
• ABC Publishing.
• ABC Scenic Attractions.
• ABC Entertainment Center.

The first of the broadcast television networks to plumb opportunities in cable, American Broadcasting Cos., through its ABC Video Enterprises, has recently emerged as one of the most formidable forces in cable programming through its acquisition of ESPN from Texaco. Its initial entry was halting. In collaboration with the Hearst Corp., ABC launched ARTS, a cultural programming service, in January 1981. It premiered with 3.5 million subs on 700 systems, and by the end of 1982, had grown to 8 million subs on 1,725 cable systems. A second Hearst/ABC venture, Daytime, debuted in March 1982 with 3.7 million subs on 184 cable systems. But due to high operating costs and low advertising revenues, these two ad-supported services were merged with additional equity partners to form two

(Continued on p. 63)

Trenchless!
Vermeer
New Vermeer LM-35:
Big capacity without
tearing up lawns
■ Buries cable at speeds up to 235 f.p.m. Or, turn it around and trench up to 5" wide, down to 3 feet.
■ 35 hp Deutz diesel engine. Hydraulic steering and propel.
■ Articulates up to 30°, oscillates up to 10°
■ Just 35½" wide! Squeezes thru ordinary yard gate.
Discover the "New Generation" of Vermeer underground equipment today...and win up to $5,000 cash in Vermeer's "New Generation" sweepstakes. Contact your local Vermeer dealer today for details.
Call toll-free 1-(800)-247-2347*
Vermeer
6802 New Sharon Rd. □ Pella, Iowa 50219
*In Iowa, call collect (515) 628-3333
A New Generation

Cable's top 50

(Continued from p. 58)

new cable channels. Daytime merged with Viacom's Cable Health Network to form Lifetime, operated now by Hearst/ABC-Viacom Entertainment Services (HAVES). ARTS merged with RCTV Inc.'s defunct The Entertainment Channel to form the Arts & Entertainment Network, operated now by Hearst/ABC-RCTV Inc. Both new services premiered on February 1, 1984. As of April 1984, Lifetime was available in 17.4 million cable homes, served by 1,682 systems in the U.S. and Puerto Rico; and ARTS & Entertainment could be seen in 9 million homes. On March 11, 1984, ARTS & Entertainment instituted a per-sub carriage fee, ranging from five cents per month for a three-year contract, to seven cents per month for a one-year contract.

Another joint venture with Group W Satellite Communications, was Satellite News Channel. It ended in October 1983 with the sale of the 24-hour news service to Cable News Network, a subsidiary of Turner Broadcasting System Inc., for $25 million.

Meanwhile, RSVP Sports, a joint venture with first Getty's — then Texaco's — ESPN, offered its first program May 20, 1983, on a pay-per-view basis to approximately 2 million cable and STV homes, but failed to make a profit. At the end of 1983, the division elected to exercise an option it held to purchase 15 percent of ESPN from Getty Oil for a reported $25 million. This option also allowed for the additional purchase of up to 34 percent of ESPN by 1986, and gave ABC the right of first refusal to acquire the balance of ESPN in the event of a third party sale. The acquisition of Getty Oil by Texaco in February of this year for $10.1 billion, paved the way for ABC to exercise its buyout option. In early May, ABC paid $202 million to acquire the remaining 85 percent of ESPN held by the oil company and ESPN's founder, Bill Rassmussen and Rasmussen family members.

Two other innovative programming endeavors undertaken by the division are TeleFirst and FirsTicket. TeleFirst, formerly known as Home View Network, was launched in the pilot market of Chicago in January 1984. As envisaged, TeleFirst will transmit programming in scrambled form during overnight hours via ABC's five owned TV stations. Subscribers will have the opportunity to tape the programming on automatic videocassette recording machines for playback at their convenience, utilizing a Sony decoder. ABC projects a potential market of 83 million homes for its mixture of first-run movies and children's, educational and informational programming. Initial results are inconclusive as to its viablity. Still in the experimental stages, FirsTicket is a planned 24-hour pay-per-view movie service, being tested in San Diego and Santa Barbara in conjunction with Cox Cable.

In 1983, ABC Video Enterprises reported revenues of $13.4 million, down from $15 million in 1982. However, cable advertising revenues for joint ventures are not reported as revenues by the division. It records only its share of profits and losses before income taxes from such ventures. Losses in 1983 amounted to $47.3 million compared with $32.4 million in 1982 and $7.7 million in 1981. ABC said that these losses were due to the softness of the advertising market.

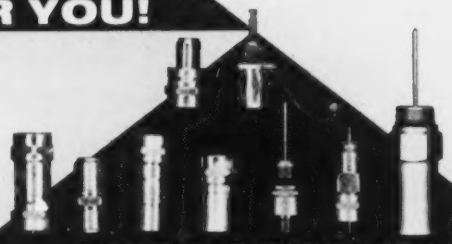
American Broadcasting Cos. Inc. reported record revenues last year of $2.95 billion, 11 percent better than the 1982 total of $2.7 billion. Net earnings remained essentially unchanged at $159.8 million, down marginally from

Serving the Telecommunications Industry

With a complete line of CATV connectors and pedastals

NOW PUT PYRAMID'S QSR FACTOR TO WORK FOR YOU!

Precision-Engineered CATV CABLE CLOSURES



Superior Performance CATV CONNECTORS

We've captured the secrets of the pyramid—and created the **QSR** Factor that you can put to work in your CATV installations. **QSR MEANS PYRAMID QUALITY, SERVICE AND RELIABILITY. . .** every time on every connector and closure. Quality is built into our tough specifications and production standards. Service is provided not only by our plant but an exclusive nationwide network of distributors who support you with top-flight, knowledgeable attention. And reliability is assured in our products, service and competitive pricing. QSR is the product of 30 years' experience in metal fabrication and a decade of specialization in engineering first-class products for the CATV industry.

PYRAMID INDUSTRIES INC.
P.O. Box 23169
Phoenix, Az. 85063
800-528-4529

For full information on Pyramid products, call us direct

1982's $160 million. Earnings per share declined slightly also, to $5.45 from $5.54 in 1982.

AMERICAN EXPRESS CO.
American Express Plaza
New York, N.Y. 10004
(212) 323-2000
James Robinson, III, chairman
Sanford Weill, president

Cable interests:

• Warner Amex Cable Communications. Joint ownership (50-50) with Warner Communications Inc. 119 systems in 25 states; total subs: 1.4 million. Sixth-largest MSO in U.S. (2/84)

• Warner Amex Satellite Entertainment Co. Distributes MTV: Music Television, an ad-supported rock music program service reaching 19.3 million cable households, and Nickelodeon, and ad-supported childrens' programming channel, reaching 18.4 million cable homes. (4/84)

• Interactive-capable systems operating in Cincinnati; Columbus, Ohio; Pittsburgh, Dallas, five Chicago suburbs and a portion of St. Louis.

• Warner Amex Security Systems. Offers subscribers a 24-hour home security service.

• Home Sports Entertainment. Regional pay sports available on Dallas and Houston systems, discontinued in Pittsburgh.

• Showtime/The Movie Channel. Joint venture of Viacom International (50 percent interest), Warner Communications Inc. (31 percent interest) and Warner Amex (19 percent interest). Merges the two pay TV movie services under common management, but preserves their separate identities. In February 1984, S/TMC acquired the exclusive national pay TV rights to theatrical motion pictures released over the next five years by Paramount Pictures Corp.

• Joint venture with Ziff-Davis Publishing Co. and Quarto Communications Inc. for programming for pay-per-view home video.

• Joint venture with Atari Inc., CompuServe Inc. and Warner in Columbus to test consumer preferences in usage of four major data banks: *The New York Times, Washington Post, Los Angeles Times* and Associated Press.

Communication interests:

• American Express Publishing Corp. Publishes *Travel & Leisure* and *Food & Wine*.

In December 1979, American Express Co. acquired 50 percent of the capital stock of Warner Cable Corp. for $175 million.

A year later, two joint ventures were formed from the original union — Warner Amex Cable Communications and Warner Amex Satellite Entertainment Co. Today, Warner Amex is the sixth-largest MSO, with 119 systems in 25 states serving 1.4 million subs. Through its satellite programming division, WASEC, it owns MTV: Music Television (2,400 affiliates with 19.3 million households) and Nickelodeon, (3,200 affiliates with 18.4 million households). MTV more than doubled its subscriber base in 1983, a year in which it also began charging cable operators a per-sub carrying fee. Nickelodeon a Peabody-award-winning service, also broke with tradition and started accepting advertising for the first time last year. Prior to September 1983, WASEC owned and distributed

NEW PRODUCTS

★ 24V DC POWER SUPPLY

Solid State, Continuous Operation,
4 Hour Standby at 1.75 amps,
Gel-Cell Batteries.

★ PILOT SIGNAL GENERATOR

★ REDUNDANT LOOP SWITCH

Environmentaly tested from -30° to +165°
95% humidity. Vibration and Shock tested.
Over 60 DB Isolation between ports
Operates from 110 or 24 VDC

LARSON ELECTRONICS
DENTON, TX 76201 • 817-387-0002
STANDBY POWER

The Movie Channel, a pay TV movie service, to an estimated 2.3 million cable homes. Then, by an agreement among Viacom International, Warner Communications and Warner Amex, The Movie Channel and Showtime, owned by Viacom, were subsumed under a new corporation, Showtime/The Movie Channel. A few months later, S/TMC acquired the exclusive rights to offer Paramount Pictures Corp.'s theatrical movies for the next five years. At about the same time, S/TMC secured a $150 million revolving credit loan from a consortium of 10 major banks, and also acquired the assets of Spotlight, a 24-hour pay TV movie service that terminated operations last year.

Warner Amex had a sobering year in 1983. The company's combined revenues, pre-tax loss and net loss were $438 million, $150 million and $99 million, respectively. In part, as a response to Warner Amex's second straight year of net losses ($46 million in 1982), Drew Lewis, the company's new chairman, instituted an austerity program designed to maximize profits and cut losses. Early in 1984, Warner Amex submitted proposals to major cities in which it held franchises, asking for rate increases or modifications of franchise contracts. The Home Sports Entertainment premium service, which brought regional sports programming to three W-A markets, was trimmed back to serve two cities. Eight months after its launch, the Qube Network, which transmitted interactive programming via satellite to six cities, was terminated. In an announcement, Warner Amex said it was "repositioning" Qube to concentrate on pay-per-view events, occasional specials and local programming. Warner Amex also began to dispose of capital-draining systems and to intensify its clustering program. In March, it entered into an agreement to sell its Qube system in Pittsburgh to Tele-Communications Inc. The Warner Amex System in Chicago has been mentioned as well as a possible candidate for divestiture.

Meanwhile, Warner Amex had some notable successes last year. In late 1983, the New York State Cable Commission approved its bid for franchises for parts of the New York City boroughs of Brooklyn and Queens (500,000 homes); and three cable franchises — in Akron and Canton, Ohio and Kern County, Calif. — were renegotiated for 25, 15, and 15 year terms, respectively.

American Express, which provides a wide range of financial and travel-related services, had a mixed year in 1983 following a good year in 1982. Total revenues were $9.8 billion, up 20.7 percent from 1982; but net income fell 11.4 percent to $515 million. Total assets grew 55.3 percent to $43.9 million.

ANIXTER BROS. INC.
4711 Golf Rd.
Skokie, Ill. 60076
(312) 677-2600
Alan Anixter, president
William Anixter, executive vice president

Cable interests:

- Anixter Communications. Buys, stores and distributes a full range of products needed to construct telephone and cable TV systems, including cable, connectors, converters, earth stations and related receiving equipment, headend and distribution equipment.
- Anixter Cable Service Centers. Manufacture molds, connectors and vulcanizers used in splicing and repairing.
- Anixter-Mark manufactures earth satellite, microwave,

We put all the pieces together to give cable operators the right computer system.

It's sad but true. Today, you can get a good computer and still make a very costly mistake. Because there's a lot more to getting a computer than just getting a computer.

You need a company who knows computers . . . cable operations . . . and more. You need BSI. We put together the right combination of software and hardware, install the system, train your people, and provide ongoing support.

At BSI we have extensive experience installing computer systems for cable television system operators. We understand addressability, pay-per-view, cash flow management, churn analysis and management information essential to the system operator.

As an Authorized Digital Computer Distributor, we can offer you the highest quality computers from Digital Equipment Corporation, a world leader in business computers.

If you would like more information, mail the coupon below or call Jack Sunderman today at (803) 297-9290.
CALL OR WRITE TODAY FOR ADDITIONAL INFORMATION

Business Systems, Inc.
One Marcus Drive
Greenville, SC 29615
(803) 297-9290
☐ Please send information on what you can offer my company.
☐ Have a representative call.
My business card is attached.

See BSI at Booth 940 — NCTA National Show

cellular radio, high performance and two-way communication antennas.

A major supplier of cable wire and system components to the cable industry, Anixter had a disappointing year. For the fiscal year ending July 31, 1983, net sales dipped 2.2 percent to $525.9 million from $537.8 million in 1982, and net income decreased by an even greater margin, 36.1 percent, to $10.3 million from $16.2 million the previous year, the result of softening prices for wire and cable TV components.

In 1983, the company introduced a materials management service program for the cable television and telephone industries. Under the program, Anixter contracts with customers to computerize their inventory and manage their warehousing and distribution activities for various locations and construction sites. Also, in 1983, the company formed Anixter Communications, a new division created by the merger of Anixter Pruzan (CATV), Anixter Communications Systems (Telcom manufacturing), Anixter AED (Telcom value-added services) and Anixter Mark (communications antenna manufacturing arm). Anixter also became the first non-affiliated distributor of Western Electric's product lines; and a joint venture, Anixter Cincinnati, was created, in cooperation with Cincinnati Bell, to distribute telecommunications products in a four-state area.

The company operates an international network of electrical and electronic wire and cable service centers in the United States, Canada, the United Kingdom and elsewhere in Europe.

AUGAT INC.
89 Forbes Blvd.
Mansfield, Mass. 02048
(617) 543-4300
Roger Wellington, chairman
William Miller, president

Cable interests:

- Manufactures cable connectors: Vitek traps, line amplifier replacement electronics, amplifiers for house drop and apartment applications.
- LRC Electronics.
- Vitek Electronics.
- Broadband Engineering Inc.
- Reed Devices Inc.
- Pylon Co.

Augat Inc. designs and manufactures a broad range of electromechanical components for the electronics and cable TV industries. Its principal products and services are integrated circuit sockets and accessories; CATV assemblies, connectors and line amplifiers; subminiature switches and computer-aided design and wiring services. In 1982, Augat expanded its line of fiberoptical products with a digital data link that transmits information at 25 megabits per second up to two kilometers.

Corporate revenues recovered in 1983 after a dip in 1982, climbing 8 percent to $202.4 million from $188.3 million. However, net income edged downward to $19.9 million from $20.2 million the previous year due to an extraordinary charge to the company resulting from a chemical spillage at one of its plant sites which necessitated an extensive cleanup operation. By about mid-year 1983, the company's Broadband Communications Group reported that its business had stabilized after a 12-month decline, and Augat said that it expected increased activity in this

segment, which includes cable markets, in 1984. Augat also said that a new CATV addressable security and control device for mounting outside the home was nearing completion.

BURNUP & SIMS
1333 S. University Dr.
Ft. Lauderdale, Fla. 33324
Riley Sims, chairman
Nick Caporella, president

Cable interests:
- Burnup & Sims Cable Com Inc.
- Capscan Cable Co. Inc.
- Consolidated Cable Corp.
- Control Com Inc.
- Lectro Products Inc.

(All companies design, engineer, manufacture cable equipment.)

Communication interests:
- I-Com Group. Equips, designs installs and maintains telephone systems for commercial and utility use.
- Tele-Services Group. Installs and maintains aerial and underground telephone cable systems.
- General Products Group. Diversified group of companies that includes an 86-screen theater chain in Florida and south Georgia, a commercial printing facility, and a southwest Florida soft-drink bottling facility.

Burnup & Sims' operations are organized into three major industry segments — cable television and utility services, telephone services and general products. During the past fiscal year, which ended April 30, 1983, B&S discontinued its REA and commercial electrical operations and Gardiner Communications, which manufactured and marketed earth stations. Cable television and utility service constituted 34 percent of the company's fiscal 1983 revenues, as opposed to 30 percent in 1982. Revenues for the segment increased 17 percent to $66.7 million although operating profit declined 54 percent to $4.5 million in 1983 compared to 1982. The loss in revenues from existing cable TV operations was offset, the company said, by new business, including companies which assemble power supply units and addressable systems, and a coaxial cable manufacturer.

Thirty-five percent of B&S' stock is owned by the Sharon Steel Group, which increased its portfolio since 1982, casting "uncertainty," B&S said, over the company's management future.

Burnup & Sims has built almost one-fourth of the half-billion miles of cable plant in the United States.

For the first nine months of fiscal 1984, which ended Jan. 31, 1984, the company sustained a net loss from continuing operations of $2.3 million on revenues of $136.2 million, compared to a net loss of $4.8 million on revenues of $149 million during the comparable period in 1983.

CAPITAL CITIES COMMUNICATIONS INC.
24 E. 51st St.
New York, N.Y. 10022
(212) 421-9595
Thomas Murphy, chairman
Daniel Burke, president

Cable interests:
- Capital Cities Cable Inc. 350,000 subs in 53 systems.
- *The Cable Connection.* Cable magazine joint venture between *Fort Worth Star-Telegram* and Capcities local cable franchise.
- Star-Text. Videotex service joint venture between the *Star-Telegram* and Tandy Corp.: 300 subs.
- Fairchild Publications. Publishes numerous periodicals, including *Multichannel News.*

Communication interests:
- Six television stations.
- 12 radio stations: six AM and six FM.
- 10 daily newspapers in eight markets; 25 weekly newspapers; 35 business and specialized newspapers and magazines (including International Medical News Group, Professional Press Group, American Traveler Group and Fairchild Publications.)
- Securities Data Company Inc. An on-line electronic database providing financial information to the investment banking community, acquired in August 1983.
- Plans to create a company to provide an electronic database for hospitals and healthcare industry.
- Plans to create a company to provide a database covering electronic components, their technical specifications, prices and delivery schedules.

Capital Cities Communications Inc. is, seemingly, on an unstoppable roll. In 1983, it enjoyed its 29th consecutive year of record-breaking revenues and profits. Revenues climbed 15 percent to $762.3 million from last year's $663.6 million, surpassing three-quarters of a billion dollars for the first time. Net income broke the $100 million barrier, reaching $114.7 million in 1983, 19 percent better than the previous year's total of $96.3 million.

Broadcasting revenue gains fell short of expectation, increasing a modest 7 percent above 1982's $221 million to $235.8 million; while operating income grew 6 percent to $122.6 from $116.2 million in 1982.

Capital Cities Cable Inc., the 17th largest MSO with more than 350,000 subscribers, had a healthy year in 1983. Rebuilds and expansion of existing systems proceeded on track, and during last year, the company acquired systems in Vinita and Nowata, Okla., as well as four franchises adjacent to the Lufkin, Texas system. In addition, CCCI purchased a 20 percent interest in the Highland Park, Ill., system.

Capital Cities' systems experienced an overall 22 percent increase in their basic service revenue and a 35 percent increase in their premium and tier revenue. The MSO has approximately 250,000 premium subs and 58,000 tiered subs. The company spent $11.6 million on rebuilds and upgrades of acquired systems last year on top of other capital expenditures and construction outlays of close to $14 million. Eventually, CCCI will spend approximately $65 million on further improvements and rebuilds of 34 of its acquired systems. Revenues from the cable division were $67 million in 1983, up 26 percent from 1982's level of $53.3 million; and total operating income was $2.1 million, up 24 percent from the previous year's figure of $1.7 million.

CBS INC.
51 W. 52 St.
New York, N.Y. 10019
(212) 975-4321
Thomas Wyman, chairman and president

Cable interests:
- CBS/Black Hawk Cable Communications. One system in Dallas/Fort Worth area. Subs: 20,000.
- Tri-Star. Joint venture theatrical motion picture company.
- CBS Interconnects. An interconnect service in Chicago area.

(Continued on p. 127)

(Continued from p. 72)

Communication interests:

- Six AM and seven FM radio stations.
- CBS Radio Network.
- RadioRadio, a young adult radio network.
- Five television stations.
- CBS Television Network Division.
- CBS Entertainment Division.
- CBS Sports Division.
- CBS News Division.
- CBS Operations and Engineering Division.
- CBS Theatrical Films Division.
- CBS Records Division.
- CBS Records International Division.
- Columbia House Division.
- CBS Video Enterprises.
- CBS Songs Division.
- CBS Publishing Group.
- CBS/Columbia Group, including the CBS Technology Center.
- Proposed joint venture with Comsat to explore potential for direct broadcast satellites.
- The CBS/Fox Co., a partnership with Twentieth Century-Fox Video to supply home video market.
- Venture One market test. Joint venture announced with IBM Corp. and Sears, Roebuck and Co. to develop commercially viable videotex service.
- Extravision network teletext operation.

In the year following the demise of CBS Cable, the acclaimed but pauperized performing arts channel, CBS Inc. has in some cases consolidated and in others expanded its involvement in cable, teletext, videotex, DBS and the supply of programming for the emerging video marketplace. CBS' lone cable property, the 35-channel, 20,000-subscriber Black Hawk system in Texas, increased its sales and marketing efforts in 1983, and has been used by CBS to study cable system operation and to test network program pilots before targeted audiences. The CBS/Broadcast Group also established a cable advertising interconnect service, CBS Interconnects, in the Chicago area to link various local cable systems by microwave, thereby enabling CBS to sell commercial time to national advertisers for local insertion.

In 1982, CBS entered into a joint venture with Twentieth Century-Fox Video to produce and distribute home video software products. The CBS/Fox Co. is now the nation's leading marketer of pre-recorded videocassettes and videodiscs.

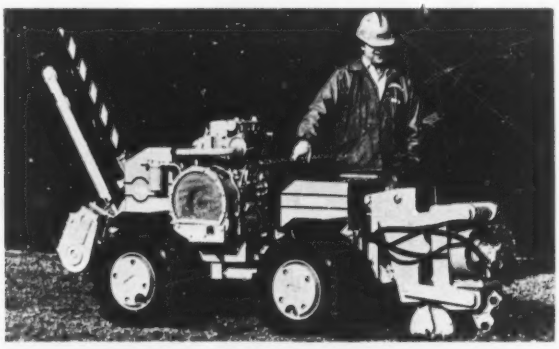
CBS is also producing films for cable and home video through Tri-Star Pictures, a new major theatrical motion picture company organized in 1983 as a joint venture with Columbia Pictures, a subsidiary of the Coca-Cola Co., and Home Box Office, a subsidiary of Time Inc. By the end of 1983, Tri-Star had established its presence in the industry and had announced plans to release at least 10 films this year. The management of the new film studio is separate from those of the three participating companies, and reports to a committee of the owners.

During 1983, CBS completed its market test of a videotex home information service, conducted in Ridgewood, N.J., in cooperation with AT&T. In February 1984, CBS took Venture One one step closer toward realization when it announced a joint venture to begin development of a commercially viable service to households, utilizing home and personal computers. The partners in the undertaking are Sears, Roebuck and Co. and IBM Corp. Initial service is not expected to be available for several years, until software and hardware development has been completed.

Meanwhile, after a temporary pause in transmissions during the summer of 1983, CBS resumed national broadcast of Extravision, its "free," over-the-air, ad-supported teletext service. In addition, this past April, WBTV, the CBS Television Network's affiliate in Charlotte, N.C., became the nation's first TV station to carry both local and network teletext "magazines."

In December 1983, CBS and the Communications Satellite Corp. agreed to discuss the formation of a joint venture, to include other partners, to explore the prospects of direct satellite broadcasting. And in a related development, the CBS Technology Center announced last year that it had achieved a breakthrough in equipment required to transmit high-definition television signals via DBS, cable and multipoint distribution service.

One disappointment for CBS: The FCC rejected a petition it filed, along with Contemporary Communication Corp., to supply multichannel MDS services in each of its five O&O TV markets. But CBS still has a chance to obtain MDS licenses under the Commission's new MMDS rules.



Burkeen B-30 "IT WORKS"

BURKEEN Manufacturing Company

11200 HIGH POINT COVE + OLIVE BRANCH, MS 38654

The Best Kept Secret In The Cable Plow Business Is The B-30 Price.

Why Burkeen?

HERE'S WHY

- Compact & Maneuverable
- 30 Hp fuel effecient Hatz Air Cooled Diesel
- Exclusive spring isolated vibratory plow
- Exclusive "Replaceable Tip" Plow Blades
- Heavy Duty Gear Box Drive Trencher
- Heavy Duty Boring Attachment

PLOW - TRENCH - BORE
Burkeen Does It All

For the Dealer Nearest You
Call 1/800/647-9824

Economic data on CBS multifaceted involvement in the new media are subsumed under listings for its Broadcast Group "other" category in its annual report. Revenues from the Broadcast Group rose to $2.39 billion in 1983, up 10.4 percent from $2.17 billion in 1982, while its operating profits hit $291.5 million from $270.8 million in 1982, a 7.6 percent gain. Revenues from "other" activities reached $67.6 million last year, up 32.5 percent from 1982's figure of $51 million; while losses sunk to 29.8 million from $24 million in 1982, a 24.2 percent drop. For CBS Inc., as a whole, total revenues were $4.54 billion, compared with $4.12 billion in 1982, a 10.1 percent increase; and net income was $187.2 million, versus $110.8 million in 1982, a whopping 68.9 percent jump.

CENTEL CORP.
5725 N. East River Rd.
Chicago, Ill. 60631
(312) 399-2500
Robert Reuss, chairman
William Mitchell, president

Cable interests:
- Centel Video Services. Includes Centel Cable Television Co., which holds 147 franchises serving 240,000 subs in seven states. (3/84)
- Centel Videopath Inc. A joint venture of Centel Corp. (81 percent) and M/A-Com Inc. (19 percent), providing a regional cable interconnection, with two-way capability, for the distribution of programming and advertising.
- Wilco-Centel Inc. Builds cable plant.
- Diamond Communication Products. Produces construction hardware for telephone and cable television networks.

Communication interests:
- Centel provides local telephone exchange service to more than 1.2 million customers in 10 states.
- Business Systems. Provides integrated voice and data networks, remote switch diagnostics and other support services for business, universities, medical centers, government agencies.
- Intercity networks. Microtel, an intra-state carrier serving Florida, and Argo, a satellite-based intercity network, provide intercity voice and data networks.
- Keycom Electronic Publishing. A joint venture, formed in 1982, of Centel, Honeywell and News American (which acquired the interest of Field Enterprises). Offers Keyfax teletext service.
- Centel Cellular Co. Supplies mobile telephone service, via two limited partnerships, in major metropolitan markets.

Centel's telephone operations form the heart of the company's business, which now has expanded to include business systems, cable television, electrical power plants, electrical products and mobile telephone service. Last year, the company's revenues and sales were up 10 percent to $1.3 billion, from $1.2 billion the previous year; and net income increased marginally to $113.3 million from $108.2 million in 1982. Of those totals, telephone revenues and sales provided close to 57 percent of revenues, and $216.5 million of the company's $257.2 million in operating income.

Still, the deregulation of the telephone industry has impelled the company to explore business opportunities in related high-tech communications areas. Cable television revenues, for example, were but a pittance compared to Centel's total, amounting to $38.2 million in 1983, but they grew 46.1 percent above 1982's total of $26.1 million; and operating income from cable television systems increased a healthy 24.7 percent over the same period to $2.7 million from $2.1 million. By the close of the year, Centel had approximately 240,000 subs to its Centel Cable Television systems, 123,000 of whom also bought 193,000 pay services.

Bidding on franchises slowed down significantly last year, as the company turned its attention toward building previously awarded franchises. During 1983, four franchises were in the negotiation stages and two, St. Charles and Geneva, Ill., were subsequently awarded in March 1984.

All told, Centel initiated service in 28 new franchises in 1983, resulting in 24,000 new customers by year's end. The cable company's average annual revenues per sub also grew last year to $209 from $184 in 1982.

Centel Videopath, which has been operating a cable interconnect in the Chicago area since 1982, expanded its client list to 62 systems and negotiated a four-year contract with CBS Interconnects, a subsidiary of CBS Inc., to transmit national and regional advertising sold by the CBS unit in that market.

In addition to owning telephone and cable companies, Centel participates in Keycom Electronic Publishing, a joint venture with Honeywell and News America, to supply over-the-air teletext; and the company has entered into two limited partnerships to offer cellular mobile telephone service.

COX COMMUNICATIONS INC.
1400 Lake Hearn Dr.
Atlanta, Ga. 30319
(404) 843-5000
William Schwartz, president

Cable interests:
- Cox Cable Communications. 1,471,032 subs; fourth largest MSO (2/84).
- Indax two-way interactive communications system experiment in San Diego, Calif.
- FirsTicket. Joint venture test of pay-per-view system with ABC Video Enterprises.
- *On Cable* magazine. Monthly programming guide (equity interest).
- CommLine. An institutional business communication network, active in Omaha, Neb. since 1982.
- Rainbow Programming Services. Minority interest with Daniels & Associates and Cablevision.
- Robert Wold Co. (19 percent share).

Communication interests:
- Six television stations: five VHF, one UHF.
- 12 radio stations: seven FM, five AM.
- TeleRep. Television sales rep firm (41 stations).
- Schulke Radio Productions. Music syndication firm.
- Cellular radio operations: Reached agreement to acquire Cyber TelCorp., which had been joint partner with Cox in a cellular radio system approved for St. Louis, and in applications for other markets.
- 51 percent partner in *Star Search*, which debuted last fall as a series and is now being shown over TV stations covering 93 percent of U.S. viewing homes.

During 1983, Cox Communications completed an agreement to buy WKBD-TV Detroit for $70 million; agreed to purchase radio station WXFM Chicago and to sell radio station WLIF Baltimore; obtained the cable franchise for half of Staten Island, N.Y., (230,000) homes); received a construction permit for a cellular radio telephone service in St. Louis; sold its Cox Data Services subsidiary, and arranged for the sale of its assets in Spotlight, a pay TV joint venture, to Viacom and Warner Communications, owners of Showtime/The Movie Channel. As if all this furious activity were not enough, Cox also agreed to ac-

quire 90 percent of the stock in Cyber Tel Corp., a St. Louis-based radio common carrier, with an option to buy the remaining 10 percent in the future; and it signed deals with the the Jerrold division of General Instrument and Chase Manhattan Bank to develop two-way interactive cable services for subscribers.

Cox's short-term cable strategy is to refrain from bidding on new urban franchises and to acquire new systems contiguous to existing Cox systems in order to cluster subscribers and achieve economies of scale. Cox owns more than 66 systems and has in excess of 1.4 million basic subs and 1.5 million multi-pay subs (excluding 121,598 subs on mini-tiers), for a pay-to-basic ratio of 106 percent. Last year was a banner year for Cox Cable. Revenues climbed 29 percent to $337.4 million from $261.5 million in 1982; and operating income jumped 20.5 percent to $45.4 million from $37.7 million the previous year. Cox Cable accounted for 54.9 percent of the parent company's $614.6 million in revenues, which were 19.4 percent better than its 1982 total of $514.7 million. Cox Communications' net income rose 19.2 percent to $78 million from $65.4 million in 1982.

Cox Cable's gains were accomplished despite significant start-up losses in major new franchises. Over the course of the past year, Cox was awarded the franchise for half of Staten Island and signed an agreement with Queens Inner Unity Cable Systems, under which Cox will design, engineer, construct and operate QIUCS' franchise in the borough. The company also won franchise renewals in Gainesville, Fla.; The Dalles, Ore.; North Adams, Mass.; Eureka, Calif. and Columbus, Ind. A St. Clair, Mich., franchise was sold to satisfy FCC cross-ownership rules relating to the purchase of WKBD-TV Detroit.

Last year, Cox launched a vigorous anti-signal piracy campaign, and doubled its local cable advertising sales to over $5 million.

In 1983, Cox continued to experiment with Indax, a two-way interactive communications system, and also CommLine, an institutional business communications network. But the fate of the service, being tested in Omaha, awaits state reaction to a federal court ruling regarding CommLine's status as a common carrier or non-common carrier service.

Cox holds an equity interest in *On Cable*, a monthly program guide, and in Rainbow Programming Services, which offers Bravo and The Playboy Channel.

In addition to cable, Cox presently owns a chain of six television stations and 12 radio stations as well as a wholesale automobile auctioning business.

DOW JONES & CO.
22 Cortlandt St.
New York, N.Y. 10007
(212) 285-5000
Warren Phillips, chairman
Ray Shaw, president

Cable interests:
- Dow Jones News Service.
- Dow Jones News/Retrieval.
- The Wall Street Journal Late News.
- Continental Cablevision Inc. (24.5 percent interest)

Subs: 850,000; eighth largest MSO (4/84).

Communication interests:
- *The Wall Street Journal.*
- Two overseas editions of *WSJ: The Asian Wall Street*

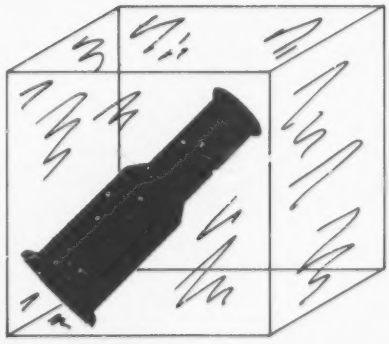
(Continued on p. 137)

How Much Quality Can We Put in a Cube?

A lot. Just guess how many of the new high quality Signal Vision F-boots are in the cube at our NCTA Las Vegas booth #933 and we'll give you $500 in cash.

Finally, there is an F-boot formulated to withstand the toughest rigors of Mother Nature. The new Signal Vision F-boot is constructed of a revolutionary special compound that features: ★ Ozone protection ★ Ultraviolet stabilization ★ Special inhibitors for highly corrosive atmosphere ★ Tapered shank for multiple cable sizes ★ Pre-siliconing for easy installation. You get weatherproofing and strain relief without the common cracking, splitting and rapid deterioration.

Booth #933
$500



Only 2¢ more for a product that lasts four times as long as conventional F-boots. Made in USA.

SIGNAL VISION, INC.

22732-B Granite Way, Laguna Hills, Calif. 92653 714/586-3196

(Continued from p. 132)

Journal and *The Wall Street Journal/Europe*.

- Magazines: *Barron's* and *American Demographics*.
- The *National Business Employment Weekly*.
- Dow Jones Capital Market Report.
- The Wall Street Journal Consumer Newsline — TV program running on NBC-owned and affiliated TV stations as well as independents.
- DowPhone — financial information-retrieval service, via phone lines, now in testing.
- Ottaway Newspapers Inc.
- Equity interests in three software publishing companies.

Dow Jones' earnings passed the $100 million mark for the first time in 1983, hitting $114.2 million, 29.6 percent better than the previous year's total of $88.1 million. Consolidated revenues rose 18.6 percent to $866.4 million from $730.7 million over the same period. The Information Services Group, which supplies a broad array of financial and business information via newswires or computerized information retrieval systems, broke into the black, taking in revenues of $78.6 million (operating income for this segment is not broken out separately). At year's end, information services had nearly 120,000 subs, up from 60,000 at the close of 1982.

In the two years since Dow Jones acquired a 24.5 percent interest in Continental Cablevision Inc., the company has grown from the nation's 12th largest MSO, with 450,000 subs to the eighth largest, with over 850,000. CCI has approximately $100 million currently invested in 89 systems, nine of which are not yet operational. Franchises in St. Louis and Cleveland have been constructed, while those in Chicago, Boston and Detroit await completion. This year CCI expects a 35 percent increase in the number of homes it can serve as new franchises are built. Last year, the company was awarded contracts in St. Paul (110,000 homes), in Chicago (a 50-50 joint venture with a group of black business leaders to serve 188,000 homes); and in Staten Island, N.Y. (56,000 homes). Earlier this year, the company acquired Area Communication Inc., in Jacksonville, Fla., which will become CCI's largest system serving an area including more than 200,000 homes. The purchase price was $106 million. CCI's cable revenues were up 43 percent over the previous year, and operating income rose 46 percent over the same period. Identifiable assets were 37 percent higher than the previous year's total.

GENERAL ELECTRIC CO.
Fairfield, Conn. 06431
(804) 483-5000
John Welch, Jr., chairman
John Burlingame, vice chairman

Cable interests:

- General Electric Cablevision — systems in California (4), Mississippi (2), Indiana (2), Illinois (2), Michigan (1) and New York (1). Total: 12 systems. Subs: 326,000 (4/15/84).

Communication interests:

- One television station.

Although the 21st largest MSO, with 326,000 subs in six states, GE Cablevision is not afforded a single sentence in General Electric's annual report for 1983; its activities subsumed — and lost — in the maw of GE's "consumer products" sector. Overall, the company took in $26.8 billion in sales last year, compared with $26.5 billion in 1982, a modest 1 percent gain; and it netted $2.02 billion in earnings, compared with $1.82 billion in 1982, an 11 percent increase. Of the '83 totals, the consumer products division contributed 23 percent of the gross revenues, amounting to $6.41 billion, and 16 percent of the net earnings, or $326 million. The division produces major household appliances, light bulbs and lighting fixtures, housewares, audio equipment, television receivers, videocassette recorders, video cameras, digital TV, Talaria projection TV and cable TV bandwidth compression equipment. Other GE divisions manufacture aircraft engines, medical diagnostic imaging equipment, industrial motors, power plant generators, nuclear reactors, two-way radio and in-car telephones and high-tech plastics. GE also owns coal coking and coal, oil, natural gas, iron and copper ore extracting operations in the United States and Australia. Total assets in 1983 rose 8 percent to $23.3 billion.

GE's shift in corporate strategy in recent years toward concentrating on its 15 primary lines of business has resulted in the divestiture of all but one of its broadcast holdings, KNCN-TV in Denver. During 1983, seven radio and TV stations were sold for a pretax gain of $81 million.

Of GE Cablevision's 326,000 subs 51,000 are now on expanded basic tiers and 200,000 on pay tiers. Advertising sales operations have been initiated in four markets: Anderson and Evansville, Ind., Peoria, Ill. and Grand Rapids, Mich. The MSO's basic penetration rate is approximately 63 percent.

GENERAL INSTRUMENT CORP.
767 Fifth Ave.
New York, N.Y. 10153
(212) 207-6200
Frank Hickey, chairman

Cable interests:

- Jerrold Division. Manufactures one-way and two-way, addressable and non-addressable converters and descramblers.
- Equity interest in United Satellite Communications Inc., a joint venture with Prudential Insurance, USCI and several other investors to provide direct broadcast satellite service.
- RF Systems. Manufactures satellite reception equipment for cable, SMATV and MATV markets.
- Sytek Inc. Majority ownership (51 percent) of this designer of broadband digital networking systems and supplier of modems and multiplexers.
- Letter of intent signed Dec. 9, 1983 to acquire TOCOM, the Texas-based converter supplier.

Communication interests:

- Data Systems. On-line wagering systems and business systems for data transmission.
- Local Area Network Division. Utilizes company's broadband technology, combined with Data Systems' digital computer systems, to provide local area networks data, video and voice communication.
- Microelectronics Group. Number-one producer of read-only memories in the world.
- Discrete Semiconductor Division. Supplies medium- and low-power rectifiers.
- Optoelectronics Division. Manufactures light-emitting diodes (LED), infrared emitters and silicon receptors, with applications for high-speed data communications.
- Computer Products.

In its fiscal year 1983, which ended Feb. 28, 1983, General Instrument reported its seventh consecutive year of record revenues and earnings. Revenue for the 12-month period was $974.3 million and net income $102.2 million, 1.8 percent and 13.5 percent better, respectively, than in the previous fiscal year. However, that winning streak was

snapped in fiscal 1984, which ended Feb. 29, 1984. GI's revenue dropped 6.5 percent to $911 million, while net income decreased 35.3 percent to $36 million.

Nevertheless, cable TV electronics orders and backlogged orders improved significantly in the fourth quarter, resulting in higher overall cable revenue for that quarter than in the comparable period in 1983. According to GI, competitive pricing pressures and changes in the product mix resulted in lower profit margins than in the previous year.

General Instrument has been steadily expanding its operations in the satellite TV earth station market, first signing an agreement with SED Systems Inc. of Canada to license its 4 and 12 GHz technology for use in GE's line of low-cost earth stations, then acquiring an approximately 12 percent interest in United Satellite Communications Inc., a DBS joint venture linking it with Prudential Insurance, USCI and other backers. GI is the supplier of earth station equipment to USCI.

Details of GI's performance in fiscal year 1984 were not available at press time, but according to the company's 1983 annual report, its Broadband Communications segment, which encompasses cable TV, produced revenue totaling $373.7 million, compared to $409.5 million in fiscal year 1982. The segment's operating profit was $110.2 million in fiscal 1983, compared with $121.8 million in fiscal 1982. The Jerrold Division, which is the industry leader in cable electronics, installed 95 addressable converter systems by the end of the fiscal year, and concluded a contract with Tele-Communication Inc., for $100 million, reportedly the largest ever awarded a cable hardware manufacturer. Jerrold also nailed down important contracts from Cox Cable and Cablevision of Boston. Jerrold terminals now range from analog and digital models to upgradable versions for pay-per-view and other addressable services, and include the Jerrold Starcom 450MHz system. The Division is also introducing an advanced 550MHz baseband converter and Communicom, an interactive system for business and consumer use over the GI MetroNet networking system.

On Dec. 9, 1983, GI signed a letter of intent announcing its acquisition of TOCOM, the Texas-based converter supplier.

PlayCable, the industry's first supplier of electronically delivered video games, was discontinued early in 1984. The pay service, jointly operated by GI and Mattel Inc., failed to attract a critical mass of subs to keep it afloat.

General Instrument is also involved in providing local area network systems, point-to-point high-speed data transmission systems, environmental control systems, microelectronics and computer products.

GTE CORP.
One Stamford Forum
Stamford, Conn. 06904
(203) 965-2000
Thomas Brophy, chairman

Cable interests:

- GTE Communication Systems — supplies complete line of communications equipment, systems and support services, including digital switching and PABX systems; transmission equipment; and residential and business telephone products.
- Sylvania Systems Group — in addition to serving defense, government and other markets, this operation also includes the engineering and installing of earth stations for domestic and satellite communications.
- GET Spacenet — will operate a nationwide satellite communications system with the planned launching of three satellites.
- GET Satellite — provides satellite transponder services to customers for direct transmission of television programs to the home; participates in a joint satellite transmission network with AT&T Communications, formerly AT&T Long Lines; and plans to launch two GSTAR satellites during the next two years.
- GTE Telenet — operates a public "packet-switching" network for data communications; markets data networks for customers' private use; operates a nationwide electronic mail service; and supplies financial, credit and medical information via selected networks.

Communication interests:

- Nineteen telephone companies (16 domestic and three international).
- GTE Data Services — provides systems development and data processing services to GTE domestic telcos.
- GTE Directories — publishes more than 900 telephone directories for GTE telephone operating companies.
- GTE Mobilnet — plans to provide cellular mobile radio telephone service in U.S. metro areas.
- GTE Sprint — third-largest long-distance telephone system in U.S.

In 1983, GTE consolidated three divisions into a Diversified Products and Services Group, comprising Communications Products (GTE Communication Systems and Sylvania Systems); Communications Services (GTE Sprint, GTE Telenet and GTE's satellite businesses); and GTE Electrical Products.

As part of a plan to redeploy company resources into high-growth areas, GTE, on June 15, 1983, acquired all the stock of the communications and satellite subsidiaries of Southern Pacific Co. for a purchase price of $750 million. These former SPC operations are now GTE Sprint Communications Corp. and GTE Spacenet Corp. Also, in keeping with the new corporate strategy, GTE, during the second quarter of last year, divested itself of its Electrical Equipment segment, including Sylvania CATV Transmission System (now owned by Texscan Corp.), which manufactured trunk amplifiers, line extenders and converters.

GTE's Communications Services and Communications Service divisions, which account for virtually all of the company's cable-related revenues, posted 1983 revenues and sales of $3.13 billion and a net income of $81 million, 22 percent and 179.3 percent better, respectively, than 1982's results. GTE's domestic and foreign telephone companies collected $8.4 billion in revenues and sales last year, up 7.1 percent from 1982's total of $7.8 billion.

In 1983, GTE Telenet began offering three interactive databases for users of its year-old Medical Information Network (MINET). And although GTE sold its brokerage services business last year, it retained its Financial Information Network (FINET). As a result of increased revenues, Telenet broke into the black for the first time in the fourth quarter of 1983.

Last year, GTE Corp.'s revenues increased 10 percent to $12.9 billion and income from continuing operations grew 17 percent to $949 million from the previous year.

GULF + WESTERN INDUSTRIES INC.
1 Gulf + Western Plaza
New York, N.Y. 10023
(212) 333-7000
Martin Davis, vice chairman

Cable interests:

- USA Cable Network. Owns one-third interest in part-

nership with MCA Inc. and Time Inc. USA is an advertiser-supported cable TV network with 22.6 million subs on over 4,000 affiliates. (4/84)

• Madison Square Garden Network Division. Supplies sports and entertainment programming originating from Madison Square Garden, which is owned by the company. (1.6 million subs, as of 4/84)

• Paramount Video. Produces TV shows (such as the July 1983 live performance by Diana Ross in Central Park in New York) for distribution to pay TV and other outlets. Also produces videocassettes.

• United International Pictures. Joint venture owned by Paramount, MCA Inc. and MGM/UA Entertainment. Distributes theatrical pictures to theatres and cable.

Communication interests:

• Sega Enterprises (91 percent interest). Manufactures, sells and rents coin-operated amusement equipment in Japan, and licenses technology in the United States, including video games.

• Simon & Schuster. Book publisher.

• Famous Music Corp. Creates and publishes copyrighted music.

• Paramount Motion Pictures.

• Paramount Television.

G + W Industries has two principal involvement in cable television. It owns a third share of USA Cable Network, in partnership with MCA Inc. and Time Inc., and it owns Madison Square Garden, which distributes sports and entertainment programming via MSG Cablevision to regional cable systems. USA is a full-service, advertiser supported cable network with national distribution in about 23 million basic cable households, offering a variety of sports, music, women's interest and all-family programming. MSG CableVision has approximately 1.6 million subs. and transmits New York Knickerbockers basketball and New York Rangers hockey games, among other sporting events.

United International Pictures, a joint venture of Paramount, MCA and MGM/UA Entertainment, produces and distributes theatrical motion pictures to both the theatre and cable industries. At times, multiple segments of the Entertainment and Communications Group have combined to offer live events telecast over pay TV outlets. The July 22, 1983, concert given by Diana Ross in New York City's Central Park, for example, was seen simultaneously over Showtime, a pay cable service.

G + W includes its cable-related Entertainment income and revenues under its Entertainment and Communications Group. In fiscal 1983, which ended July 31, 1983, the company consolidated its seven operating groups into three new units, including Entertainment and Communications. A major divestiture program, which does not affect cable-related operations directly, was initiated in August.

In fiscal 1983, the Entertainment and Communications Group contributed $63.4 million in operating income on revenues of $1.3 billion, compared with $108.7 million in operating income on $1.2 billion in 1982. The poorer performance in 1983 was due, the company said, to sharp losses incurred by Sega's amusement games division, as well a decline in Paramount Television's operating income stemming from the absence of significant syndication revenues from *Laverne & Shirley*, a TV series now in syndication. USA Network, while not yet profitable, has been

CHANNELIZER

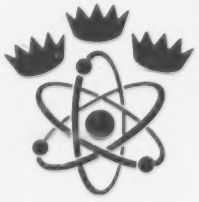
We are proud to announce a major breakthrough!

Triple Crown has developed a new system of modular satellite receivers, channel modulators and power supplies. This new system may reduce by almost 50%, the current cost of receiving and modulating television satellite signals.

As well as being economical, the system is compact and flexible; with as many as seven receiver or modulator components being accommodated on a single 12"x19" rack mounting panel. These modules receive 4GHz and modulate adjacent VHF channels in both audio and video. The power supply modules can even provide battery or 'hot standby' power.

The Channelizer is everything you need for a cost-effective, high-tech system.

How can Triple Crown offer such a great system at such a small price? That's easy ... we left out the bells and whistles!



TRIPLE CROWN ELECTRONICS INC.

PHONE (416) 629-1111
TLX 06-960-456

4560 Fieldgate Drive, Mississauga, Ontario, Canada L4W 3W6

approaching the break even point at a healthy rate, the company said.

For the company as a whole, net sales and other revenues amounted to $4 billion in 1983, up marginally from 1982's level of $3.9 billion. And for the second straight year, the company's net earnings dropped, this time resulting in a net loss of $212.1 million from fiscal 1982's profit of $168.6 million.

Besides cable and movie activities, G + W manufactures automotive and industrial parts, electrical equipment, clothing and home furnishings. It also owns sugar operations in the Dominican Republic and a manufacturing plant which produces electrical parts for the aviation and electrical utility industries. The company owns 91 percent of Sega Enterprises, which designs, manufactures, distributes and operates video games in the United States and Japan.

HARTE-HANKS COMMUNICATIONS INC.
40 N.E. Loop 410
San Antonio, Texas 78216
(512) 344-8000
Houston Hart, chairman
Robert Marbut, president

Cable interests:

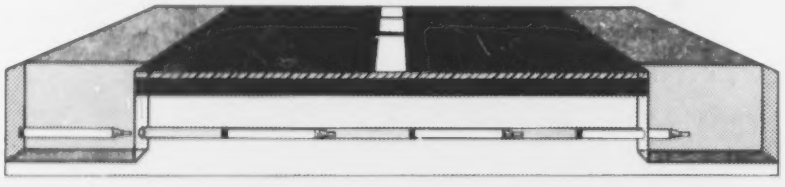
- Harte-Hanks Cable Television. Owns four systems and manages (with options to acquire) three other systems. Total subs: 64,000 (4/84). Also has an option to acquire UltraCom Inc., a wholly owned subsidiary of AEL Industries, which operates 15 cable systems in eight states, and has two systems under development. UltraCom serves more than 69,380 subs. (4/84)
- Cable "Shopper's Channel" developed in San Antonio, Texas.
- RMH Research Inc. Serves as research coordinator in two-year electronic publishing test conducted by AP and CompuServe.

Communication interests:

- Owns and operates 27 daily newspapers and 75 non-daily publications, including weekly newspapers, advertising publications produced by newspapers and a trade publication for the radio industry.
- Consumer Direct Marketing Division. Publishes nine shoppers and 23 direct mail systems; operates seven alternate delivery systems; seven research companies (including Tele-Research Inc. and Tele-Research Item Movement Inc.), and a trucking service. CDM shoppers reach four million homes each week. CDM also offers commercial printing and computer services in conjunction with other operations.
- Four VHF television stations.
- Five AM and four FM radio stations.
- R&R Cos. Division that develops entertainment programs and products.

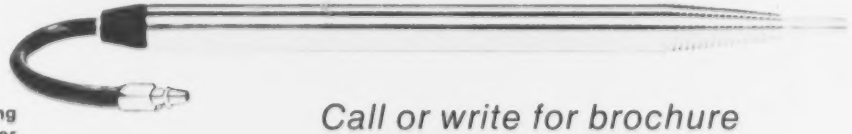
Since going public in 1972, Harte-Hanks has reported 48 consecutive quarters of earnings growth. Last year, operating revenues were up 12 percent from the prior year, reaching a record $443.6 million, and net income climbed 22 percent to $33.3 million. Total assets grew by 10 percent to $485 million.

Harte-Hanks, which owns and operates newspapers, television and radio stations, an entertainment division and a consumer direct marketing division, entered the cable field in 1978. It has steadily expanded its activities there through acquisitions, franchising and various option



Take the easy way under the street!

The fastest, easiest method to lay underground pipe or cable is the Pierce Airrow.™ This powerful forced air piercing tool remains on course through small boulders and roots to quickly lay pipe or cable without open trenching. Short entry and exit trenches require a minimum of site destruction and repair.



THREE MODELS:
- 4" diameter
- 3" diameter
- Revolutionary 3" dia. Short-Shot,™ only 3' long

Expander to 5¼" diameter
Long life, easy maintenance
Powerful – 190 ft. lbs. per blow
Positive screw-type reverse (won't pop out)

Call or write for brochure
Dealer inquiries invited

PIERCE AIRROW™
Pierce Airrow International., Inc., W137 N5500 Williams Place, P.O. Box 300
Menomonee Falls, WI 53051 • 414-781-9093

agreements. Harte-Hanks owns cable systems in Texas and Colorado that pass approximately 90,000 homes, serving more than 40,000 subs; it manages (with options to acquire) four systems in Arizona that pass 31,000 homes, serving 31,000 subs (in March, it announced it had exercised its option to acquire one of the four), Southwest Cablevisions, serving more than 7,600 subs); and it holds an option, exercisable this year, to purchase UltraCom Inc., the cable subsidiary of AEL Industries Inc. UltraCom has 15 systems in eight states which pass 190,000 homes and serve approximately 70,000 subs. UltraCom also has two systems under development. Last year, the company named Gary Weik, formerly of Cox Cable, to become president of Cable operations. Under his leadership, the company's five systems near Houston were reorganized into two divisions and a major rebuild and expansion of Harte-Hanks' oldest system in Pasadena, Texas, was substantially completed at a cost of $7 million, giving it a 54-channel capacity.

Newspaper-operating revenues represent 46 percent of the company's total revenues, consumer direct marketing 32 percent and broadcasting, entertainment and cable 22 percent. Last year, the consolidated operating revenues of broadcasting, entertainment and cable grew 13.2 percent to $99.7 million from $88.1 milllion the previous year; while operating income from the division increased 9.6 percent to $23.5 million from $21.5 million last year.

At press time, the top management and original founders of Harte-Hanks had proposed a leveraged buyout of the company that would return it to a privately held status after 12 years of public status.

HERITAGE COMMUNICATIONS INC.
2195 Ingersoll Ave.
Des Moines, Iowa 50312
(515) 245-7585
James Hoak, Sr., chairman
James Hoak, Jr. president

Cable interests:

- Telecommunications Group. 119 cable systems in 14 states serving 375,000 subs (4/84).
- Iowa Cable Network. Statewide interconnected network.
- Graphic Communications Group. Designs and constructs retail cable stores. Creates booths for cable suppliers, programmers at cable conventions.
- Telecommunications Group Marketing Department. Designed to increase basic and pay sub penetration as well as per-sub revenues.
- Eight limited CATV partnerships, serving 133,000 of Heritage's 375,000 subs.

Communication interests:

- Shaw-Barton. Calendar and specialty advertising operations.
- Oravisual Co. Produces meeting and educational aids, such as podiums, easels, projector stands and scheduling boards.
- School Annual Publishing Co. Direct sales of low-cost "memory" books to schools, churchs and civic groups.
- Braun-Brumfield. Short-run book manufacturer.

Heritage Communications is engaged in two basic businesses, cable television and product marketing. Through Heritage Telecommunications Group, the company operates 119 cable systems in 225 communities in 14 states. Heritage systems currently have approximately

A Step Ahead of the Rest . . .

The first fiberglass step ladder with a structural molded top.

Top is:
- Non-conductive
- Highly impact-resistant
- Tough, durable
- Mar-resistant
- Unaffected by high or low temperatures
- Without sharp edges

Sizes 4' to 12'.

Meets or exceeds requirements of American National Standards Institute ANSI A14.5

MEETS OSHA REQUIREMENTS

. . . and Another Step Ahead

Louisville Ladder has **"extended"** its lead in fiberglass ladder products by introducing the only nonconductive fiberglass channel extension ladder with

ALL FIBERGLASS "D" RUNGS NEXUS COATED

Fully serrated "D" rung is bonded to the pocket connector with a two part structural adhesive.

Louisville Ladder
1163 Algonquin Parkway • Louisville, KY 40208 • 502/636-2811

Booth 1476
Section J

Type IA
Extra Heavy Duty
300# Rated

375,000 basic and 262,000 pay sub units, for a 50 percent pay-to-basic ratio. In fiscal 1983, which ended Dec. 31, 1983, the company added six new franchises and renewed six others.

During 1983, Heritage's South Texas systems added 17 percent more basic and 28 percent more pay sub units; systems serving South Bend and 21 other Indiana communities were acquired in a limited partnership; and systems in Des Moines increased basic subs by 5 percent and pay sub units by 13 percent. A bit more than one-third of Heritage's subs receive service through eight Heritage sponsored limited partnerships, including Heritage Cablevision Associates, which assertedly represents the industry's largest single private cable television deal. HCA, formed in June 1983, serves 60,000 subs in greater South Bend, Ind. Since 1978, when Heritage began its practice of offering limited partnerships, close to 3,000 investors have availed themselves of Heritage-sponsored offerings.

Heritage Telecommunications earned revenues of $45.1 million in 1983, a 27 percent gain over 1982's $35.5 million. Operating income rose even higher, 32 percent, to $10.4 million from $7.9 million in 1982; and total year-end assets for the division were $101.2 million, up 16 percent from $87.3 million in 1982. Heritage's limited partnerships contributed management fees of over $1 million on $21.1 million in revenues in 1983.

Heritage has been very aggressive in its marketing campaigns aimed at raising subscriber levels to basic and pay services. And it has been equally eager to export this expertise. In 1983, the company's Graphics Communications Group and Display Communications Group were combined into one business segment — Marketing Products. This segment helps other companies to produce specialty advertising, set up convention booths and conduct large meetings. As part of these activities, Heritage invested in two startup companies, American Cable Connection, a retailer of telecommunication products and services, and American Home Alert, a marketer of home security devices and monitoring services.

Over the years, Heritage has diversified into other fields as well. Through Shaw-Barton, it manufactures calendar and specialty advertising products; through School Annuals Publishing Co., it publishes annual yearbooks; and through Oravisual Co., it manufactures meeting and educational aids, such as lecterns, easels, pads, podiums and scheduling boards.

For the company as a whole, revenues and operating income hit all-time highs last year, while net income slipped due to an increase in the company's tax rate. Consolidated revenues increased 12 percent to $105.9 million from $94.8 million in 1982, and net income decreased 13 percent to $5.4 million from $6.1 million the previous year.

INSILCO CORP.
1000 Research Pkwy.
Meriden, Conn. 06450
(203) 634-2000
Durand Blatz, chairman
Donald Harper, president

Cable interests:

- Times Fiber Communications (66 percent interest). Manufactures coaxial, multiconductor and fiberoptical cable for the cable and defense industries.

Communication interests:

- Taylor Publishing.
- Computer Circuitry Group. Makes wire harnesses, coaxial cable and external cable assemblies for the computer industry.
- Signal Transformer, acquired in 1983, manufactures over 1,000 types of transformers, used by more than 6,000 electronics manufacturers.
- Basic Industries. Makes precision metal parts for mainframe computer drives.
- Stewart Stamping Corp. Manufactures small precision parts for the electronics and telecommunications industries.

Insilco, which owns a 66 percent interest in Times Fiber Communications, is a diversified manufacturer of products for the electronics/telecommunications and specialty consumer products markets. Its high-technology subsidiaries include Stewart Stamping, Computer Circuitry Group, Basic Industries, Signal Transformer, Steel Parts and Hawthorne. The Specialty Consumer Products Group includes Miles Homes, a building materials supplier; Red Devil, a paint company; Sinclair Paint; Enterprise, an industrial paint manufacturer; Rolodex Corp.; and Taylor Publishing, which publishes high school and college yearbooks.

Reflecting a slowdown in the construction of new urban franchises in the cable TV industry in 1983, Times Fiber experienced a decline in net income, as sales edged slightly downward from 1982 levels. For the year, the company's sales were $136.9 million, compared with $137.7 million in 1982. Net income dropped to $5.2 million from $6.6 million in 1982, a 22 percent decline. To compensate for the shift in demand, Times Fiber introduced a new and expanded line of products, most prominently a low-cost, one-way addressable, coaxial cable version of its two-way fiberoptic Mini-Hub system. These Mini-Hub II systems are designed to provide cost-effective computer-controlled switched networks systems to meet a wide range of operator needs. In 1983, the company completed Mini-Hub installations in Lisle, Ill., and Bridgeport, Conn., and neared completion of a third in Alameda, Calif.

In the fourth quarter, Times Fiber sold its equity interest in General Optronics Corp., a supplier of laser products, realizing an after-tax profit of about $493,000.

Four-fifths of Times Fiber's revenue come from sales of semi-flexible and drop cable. Its T4 brand, which had been the mainstay of its line, has been improved recently with the introduction of T4 Plus, which offers greater cable bending properties and stress tolerances. The company also designs and manufactures specialty coaxial and multiconductor cable assemblies for military and industrial uses.

Insilco sales climbed 6 percent, in 1983, to $674.2 million from the previous year's $636 million. Over the same period, net income more than doubled to $34.3 million, from $14.8 million.

KNIGHT-RIDDER NEWSPAPERS INC.
One Herald Plaza
Miami, Fla. 33101
(305) 350-2650
Alvah Chapman, Jr., chairman
James Batten, president

Cable interests:

- TKR Cable Co. Jointly owned with Tele-Communications Inc. Systems in New York and New Jersey. 126,000 subs. (4/84)
- Joint venture with Times Mirror to rebuild Long Beach Cablevision system. By end of 1983, system had 30,000 subs.
- Viewdata Corp. of America. Operates Viewtron, the country's first full-scale commercial videotex service, in conjunction with AT&T.

Communication interests:

- 29 daily newspapers, including *Philadelphia Inquirer,*

Detroit Free Press and *Miami Herald.*

- 10 suburban newspapers in California and Florida.
- Five television stations.
- The KNT News Wire. A cooperative venture with the *Chicago Tribune* and *New York Daily News.*
- Mobile Radio. Purchased 50 percent interest last year in Tel Air Network's 800 MHz SMR mobile radio service in Miami, and earlier this year, acquired 50 percent interest in Tel Air SMR systems in 14 other cities. In 1983, KRN applied for licenses to operate cellular radio businesses in six markets.
- Business Information Services. Consolidation of Commodity News Service, Unicom News, *The Journal of Commerce* and VU/TEXT under one divisional umbrella. More than 39,500 subscribers worldwide.
- Newsprint mills.
- HP Books. Paperback book publishing company specializing in "how-to" titles.

KRN owns all or part of 65 subsidiaries and divisions incorporated in 17 states. The Miami-based company is engaged in newspaper publishing, television broadcasting, cable television operations, business news and information services, newsprint production, videotex operations, specialized mobile radio telephone systems and book publishing.

Although KRN has been expanding its operations in broadcast and cable television, as well as cellular radio, its combined television revenues in 1983 constituted just three percent of the corporate total, while newspaper advertising contributed 70 percent.

In January 1982, the company formed TKR Cable Co., a 50-50 joint venture with Tele-Communications Inc. of Denver, to acquire, develop and operate cable TV systems. Currently, TKR has 126,000 basic subscribers spread over 44 different franchises in New York and New Jersey and pulled in $29 million in revenue in 1983. TKR's goal is to end up with 400,000 to 600,000 subscribers within five years through an acquisition rather than a new-build strategy. Last May, TKR acquired the assets of two TCI Rockland County, N.Y., systems with 20,000 subscribers. All TKR's systems are addressable, with one exception, Long Beach Island, N.J. This system is one-way, using Jerrold converters. Of the New Jersy systems, the 24 that sell advertising anticipate grossing $500,000 in local ad sales this year.

Another company venture, with Times-Mirror, netted KRN a 15-year franchise in Long Beach, Calif., where the two partners are building a 112-channel system. By the end of 1983, Long Beach Cablevision was serving approximately 30,000 subscribers, and its revenues rose to $7 million.

In late October, KRN, working in cooperation with AT&T, launched Viewtron, the nation's first full-scale commercial videotex system in three south Florida counties. Videwdata Corp. of America, KRN's wholly owned subsidiary, is operating the service and has announced preliminary agreements to expand Viewtron services to other markets, including New Orleans, Cleveland, Denver, Pittsburgh, Philadelphia and Memphis. All told, 11 markets have been targeted. KRN also is expanding its Business Information Services segment. The Commodity News Service showed strong growth in a year in which satellite delivery of CNS news and financial quotations was inaugurated, and Data Quote VII, a new data reception terminal, was introduced. KRN also acquired the remaining 50 percent share of Unicom News, owned by United Press International. And VU/TEXT, an electronic library database used by libraries, law firms, schools and businesses, added several new information providers.

KRN's revenues in 1983 were $1.4 billion, up 10.9 percent from 1982's total of $1.3 billion. Net income rose 16 percent to $119.4 million, from $102.9 million the previous years.

MacLEAN HUNTER LTD.
MacLean Hunter Building
777 Bay St.
Toronto, Ontario M5W1A7
(416) 596-5000
Donald Campbell, chairman
Frederick Metcalf, president

Cable interests:

- MacLean Hunter Cable TV. Serves 234,061 subscribers in franchises in Michigan and New Jersey, and 360,000 subscribers in 16 communities in Ontario, Canada. (3/84)

Communication interests:

- Publishes 160 periodicals: 124 in Canada, 20 in the United States and 16 out of London, England. These include *MacLean's* magazine, *New Mother, Sailing News* and *The Financial Post.*
- 50 percent interest in several advertising rates and data publications in West Germany, Austria, France, Italy and Switzerland.
- Toronto Sun Publishing. Publishes newspapers in Toronto, Edmonton, Calgary and Houston, Texas.
- Broadcasting. Company has TV and radio stations in Nova Scotia, Ontario and Alberta, and, through Newsradio, supplies 43 radio stations, from Newfoundland to British Columbia, with up-to-date coverage of news and current events.
- Data Business forms. Supplies wide variety of business forms to industry.
- Industrial Trade Shows (Canada) and Intercontinental Trade Shows (United States) produces trade shows.
- MacLean Hunter Paging.
- National Book Centre. Wholesale distributor of cloth-bound and paperback books to libraries and secondary schools.

Growth in its United States operations and Toronto Sun Publishing boosted MacLean Hunter's revenue 21 percent to $634.1 million in 1983, from $524.9 million in 1982. Income, before extraordinary gain, climbed even higher — 63 percent — to $33.9 million, from $20.8 million in 1982. The primary businesses of this Canadian communications giant include periodical publishing and printing, newspaper publishing and printing, broadcasting, cable television, radio paging and supply of business forms for a wide variety of uses. MacLean Hunter Cable TV, based in Ontario, owns six franchises in Michigan and one in New Jersey, serving more than 234,000 subs. This puts it among the top 30 MSOs in the United States. In Canada, its basic subscribers total 360,000, all located in 16 separate communities in Ontario. MacLean systems enjoyed a 79 percent penetration level in Canada, and 50 percent in the United States. Approximately 35,000 Canadian subscribers bought pay services last year, as opposed to 309,302 multi-pay subscribers in the United States, as of March 1984.

Ten years ago, MacLean Hunter earned one-third of its operating revenue from periodical publishing and printing. Today, this segment represents approximately 19 percent of total operating income, reflecting the company's diversification into new business, such as cable TV, newspapers and business forms. MacLean Hunter Cable TV maintained strong growth during 1983, lifting its subscriber base by 9 percent; its operating revenue by 24.3 percent, to $115.1 million, from $92.6 million, in 1982; and its

operating income by 33 percent, to $30 million, from $23.1 milion in 1982. Capital expenditures in cable declined last year to $36 million from $42.1 million in 1982.

In May 1984, the company decided to cease publication of the monthly *Program Guide* of cable and broadcast listings, serving 13 systems.

M/A-COM INC.
South Ave.
Burlington, Mass. 01803
(617) 272-9600
Richard DiBona, chairman and president

Cable interests:

• M/A-COM Cable/Home Communications. Consists of two divisions — M/A-COM MVS Division, which manufactures video and voice microwave transmission systems, and M/A-COM Cable/Home Division, comprised of the following companies: M/A-COM Comm/Scope Inc., which produces and markets CATV coaxial cable; M/A-COM Prodelin Inc., which manufactures satellite earth station antennas; and M/A-COM Cable/Home Marketing, which manufactures home TVRO and DBS dishes, earth stations and associated electronic equipment.

• 19 other companies manufacture components and products for CATV systems.

Communication interests:

• M/A-COM Components Group. 12 companies manufacturing microwave components, cable assemblies and optical subsystems for defense and commercial applications.

• M/A-COM Integrated Digital Communications Group. Six companies supplying digital communications and encryption equipment, software and VSLI design for government systems, commercial systems and commercial networks.

• M/A-COM Development Corp. Strategic research planning, government policy and telecommunications standards review.

M/A-COM Inc. does business primarily in three operating segments: Component Products, Cable/Home Communications Products and Integrated Digital Communication Products. The largest single customer of the company is the United States government; its purchases last year represented 11 percent of M/A-COM's consolidated sales of $637.3 million.

During 1983, M/A-COM restructured its 21 operating companies into eight operating divisions. As part of the streamlining, the company sold its 50 percent interest in Valtec, a joint venture with Philips Optical Communications Corp. to produce optical fiber cable, and also disposed of its microwave point-to-point antenna business.

Although M/A-COM achieved record levels of sales, orders and backlogs, operating profits and per-share earnings were lower than expected by the company. For, while 1983 sales rose 8.4 percent above the $587.6 million recorded in 1982, net income slid 12.6 percent to $29.6 million (or 72 cents per share), from $33.9 million (or 88 cents per share) the previous year. Total assets roughly grew by $90 million, to $658.1 million in 1983; company-sponsored research and development rose 17 percent above 1982 levels.

M/A-COM, the nation's largest producer of coaxial cable for the CATV industry, also manufactures, through its Cable/Home Communications group, solid-state relay equipment, portable electronic news gathering equipment, a new generation of small Kuband earth stations, turnkey microwave transmission systems and associated electronic equipment, such

YOUR PROFESSIONAL CONTRACTOR

We provide you with the following services:

- Underground and aerial construction either on a turnkey or labor basis
- Strand mapping and design services
- Meter balance and sweep system
- Head-end and earth station installation

Dedicated to Quality and Performance

KENNEDY CABLE CONSTRUCTION, INC.

Home Office
P.O. Box 760
Reidsville, Ga. 30453

Established 1972

(912) 557-4761
Watts 1-800-841-4061

as amplifiers, converters and receivers. In 1983, the group introduced the Quantum Reach (QR) series of coaxial cable products, a line of premium cables with enhanced electrical properties. The company also aggressively pursued marketing opportunities to the DBS and SMATV markets, and managed to increase its shipments of home TVRO dishes in 1983 by 170 percent over 1982 levels.

Last year, M/A-COM developed and marketed a new line of 23 GHz microwave equipment for the inexpensive transmission of voice, video and data signals.

The recession affected the Cable/Home Communications Products group, which generated $216.4 million in sales, a bit less than the $219.6 million produced in 1982. Operating profit for the group dropped 22.5 percent, however, to $22.1 million, from $28.5 million in 1982. M/A-COM "sacrificed profitability" in 1983, the company said, to shift its emphasis toward the home TVRO earth station and DBS markets.

Three companies comprise the cable group. M/A-COMM/Scope Inc. makes and markets coaxial cable; M/A-COM Prodelin Inc. supplies earth stations and microwave antennas; and M/A-COM Cable/Home Marketing manufactures home TVRO earth stations, cable earth stations and associated equipment. Other M/A-COMM companies, such as Linkabit Inc., make digital communications and encryption equipment for satellite carriers used by cable programmers to scramble transmissions.

MCA INC.
100 Universal City Plaza
Universal City, Calif. 91608
(818) 985-4321
Lew Wasserman, chairman
Sidney Sheinberg, president

Cable interests:
- Owns one-third of USA Cable Network.
- Universal Pay Television. Licenses films and specials to cable and other pay TV outlets.

Communication interests:
- Universal Pictures.
- Universal Television.
- MCA TV.
- MCA TV Enterprises.
- Merchandising Corp. of America
- MCA Home Video.
- Non-exclusive licensing agreement with RCA Corp. to release titles on RCA video disc format.

MCA entered the cable field in 1980 by purchasing a one-third interest in USA Cable Network, now jointly owned by MCA, Gulf + Western's Paramount and Time Inc. But MCA's efforts to join with Paramount to grab a piece of the proposed merger of Showtime and The Movie Channel, both pay cable services, were rebuffed by the Justice Department last summer on antitrust grounds. (Instead, the merger was allowed to proceed, with Warner Communications Inc., Warner Amex and Viacom holding the equity interests.)

Through Universal Pay Television, MCA has stepped up its licensing of films to cable and other video subscriber services. Whereas, in 1982, MCA licensed 50 films to pay television, in 1983, it made available over 75 recent and classic Universal theatrical films to that market. Last year, MCA also broke tradition by becoming the first studio to premiere a major motion picture on pay-per-view television the same day it opened in theatres.

MCA Home Video markets videocassettes and videodiscs domestically for the home video market. In July 1983, the subsidiary began releasing CED format videodiscs under its own label, and released 26 titles in 1983. Videodisc releases in the laserdisc format are also offered, and now total 82 titles in the catalog.

In January 1984, the United States Supreme Court decided the so-called *Sony Betamax* case, in which MCA was a party, against MCA and for the videocassette recorder manufacturer. The decision permits individuals to tape programs off the air without fear of violating copyright laws. MCA had argued that such taping, without compensation, would adversely affect the sale and licensing of filmed products.

For the year ended Dec. 31, 1983, MCA reported the second-highest revenue and net income in its history. Consolidated revenue for 1983 was off a hair's-breadth, .1 of 1 percent, to $1.58 billion. Net income dropped 16.5 percent to $147.2 million, from $276.2 million in 1982. The Filmed Entertainment Division's revenue for 1983 decreased approximately $79 million from 1982, primarily due to the record levels achieved in 1982 by the theatrical releases of *E.T.* and *On Golden Pond*. The division's operating income for last year decreased by approximately $49 million, largely for the same reason.

MULTIMEDIA INC.
305 S. Main St.
Greenville, S.C. 29601
(803) 298-4373
Wilson Wearn, chairman
Walter Bartlett, president

Cable interests:
- Multimedia Cablevision Co. operates systems in Kansas, Oklahoma, Illinois and North Carolina (Tar River Communications, 80 percent owned). Serves more than 111 franchises and 255,200 subscribers, making it the 25th largest MSO. (4/84)
- Acquired six operating cable TV franchises in Oklahoma from American Television & Communications Corp., adding 33,500 subscribers. ATC, in turn, acquired 11 Multi-media-owned franchises in North Carolina with 11,800 subscribers. Multimedia paid ATC, in addition, $22.5 million for the deal, concluded Feb. 1, 1984.
- Multimedia Cable Security Services.
- Multimedia Cable Advertising Services.
- Sports Time. Pay cable sports channel carrying baseball games of St. Louis Cardinals, Kansas City Royals and Cincinnati Reds (a joint venture with Anheuser-Busch and TCI).

Communication interests:
- 13 daily newspapers.
- 30 non-daily newspapers.
- Five television stations: four VHF and one UHF.
- 12 radio stations: six AM and six FM. (In October 1983, Multimedia reached an agreement in principle to sell its AM and FM stations in Louisville to Capitol Broadcasting for $3.5 million.)
- Multimedia Entertainment. A production/syndication division, offering *Donahue*, country music programming, *Young People's Specials* and sports programming, among other TV fare.
- Joint venture to apply for cellular radio licenses with Standwood Corp.

With 255,200 subscribers in Kansas, Oklahoma, Illinois and North Carolina, Multi-media Cablevision is the 25th largest MSO in the United States. In 1983, cable operations earned $53.2 million in revenues, a 62 percent increase over 1982's $32.8 million. Operating profits rose 77 percent to $10.1 million, from $5.7 million the previous year. Multimedia Cablevision added 30 franchises in 1982, and about 20 more in 1983. In January 1984, Multimedia purchased an additional 20 percent share of Tar River Communications, a North

Carolina cable company, giving it an 80 percent controlling interest in the 52,000 basic and 32,000 pay subscriber MSO. As the result of a subsequent deal with ATC, Multimedia acquired six ATC systems near Oklahoma City, Okla., in exchange for three of Tar River's systems in Gaston, Monroe and Archdale, N.C., plus $22.5 million.

Last year, Multimedia spent in excess of $18 million to expand cable plant. Also, the company began to offer home protection services to subscribers in Wichita, Kan. through Multimedia Cable Security Services, formed in 1982. Wichita, the location of Multimedia's largest system, serving 76,000 subscribers, has been a test market for cable advertising, as well. Multimedia Cable Advertising Services generated $944,000 in ad revenue last year, compared with $472,000 in 1982. The cable company's first addressable system was completed in 1983 in Harvey, Ill. And last July, Multimedia announced a joint venture with Anheuser-Busch Companies and Tele-Communications Inc. of Denver to offer Sports Time, a new pay cable sports channel, featuring the baseball games of the St. Louis Cardinals, Kansas City Royals and Cincinnati Reds. The service is being offered to pay subscribers in 11 states, and negotiations have been conducted to add Big Ten and other sporting events to the channel.

Aside from its cable operations, Multimedia publishes 13 daily and 30 non-daily newspapers; owns five television and 12 radio stations; and produces and syndicates television programs, including *Donahue*.

Overall, Multimedia enjoyed a very good year in 1983. Revenues grew 19.6 percent to $269.7 million; net income jumped 21.4 percent to $35.2 million; and total assets soared 35.5 percent to $387.1 million.

NORTH AMERICAN PHILIPS CORP.
100 E. 42nd
New York, N.Y. 10017
(212) 697-3600
Pieter Vink, chairman
Cees Bruynes, president

Cable interests:

• Magnavox CATV Systems. Manufactures converter/descramblers, headend signal processing equipment and other CATV system products.

• NAP Consumer Electronics Corp. Integration of Philco, Sylvania and Magnavox lines. Manufacturers amplifiers and distribution equipment for cable television.

Communication interests:

• Odyssey video games.
• SMATV installation.
• Philips Business Systems.
• North American Philips SMD Technology Center.
• Airpax Corp. Manufacturers electro-mechanical components used in computer and computer-peripheral industries.
• Dialight Corp. Makes indicator lights and optoelectronic devices and switches for the data processing and telecommunications industries.
• Mepco/Electra Inc. Makes passive electronic components and microchips.
• Through Magnavox, Philco and Sylvania lines, manufacutures wide array of video products: videocassette recorders, color TV sets, projection TV equipment, videodiscs.

NAP maintains business segments spanning many fields: consumer electronics, electrical personal care products, electronic components and electronic professional equipment, including medical systems, business systems and cable TV products. In addition, the company does a large volume of business with the military, relating to antisubmarine warfare, navigational signal processing and military radio communications.

Although corporate sales and income from continuing operations reached record levels in 1983, NAP's Professional Equipment group, under which the company's cable business is subsumed, registered only a modest sales increase. This was due, the company said, to significant declines in earnings by cable TV systems, medical systems and electronic instrumentation operations. NAP, largely through its Magnavox CATV Systems division, manufactures modular amplifiers, converter/descramblers and distribution equipment for monitoring system performance.

For 1983, NAP's net income rose 30 percent to $95.7 million, compared with $73.6 million in 1982. Sales for the year totaled $3.8 billion, up 20 percent from $3.2 billion the previous year.

Favorable performances were registered by the Consumer Electronics, Electrical Consumer Products and Electrical and Electronic Components segments. Collectively, these segments generated 76 percent of the company's sales and 89 percent of its operating income. Professional Equipment achieved 1983 sales of $907.1 million, compared with $869.3 million in 1982. The division's operating income, however, declined from $50.5 million in 1982 to $30.1 million in 1983. Professional Equipment, in 1983, accounted for 24 percent of the company's sales and 11 percent of its operating income.

During 1983, Magnavox CATV Systems introduced the Magna 6400 addressable converter, featuring encryptic encoding, a high-security signal encoding technology, and also launched Power Doubling, a product line of signal distributing equipment which, according to the company, doubles the output of a CATV amplifier.

OAK INDUSTRIES INC.
16935 W. Bernardo Dr.
Rancho Bernardo, Calif. 92127
(619) 485-9300
Everitt Carter, chairman
Raymond Peirce, president

Cable interests:

• Oak Communications Inc. Produces converters; converter/decoders and decoders for use by cable systems; and over-the-air subscription television and satellite television systems. Lines include both addressable and non-addressable models. OCI also produces software packages for computer-directed control and management of addressable systems.

• Oak-Times Systems Corp. Agreement in principle, reached in December 1983, with Times Fiber Communications Inc., to form this 50-50 partnership to market cable TV subscriber control systems.

• Oak Satellite Systems Division. Manufactures the Orion system for encryption of TV signals broadcast via satellite, encoding equipment for use at broadcast headend and decoding receivers.

• Oak Media Corp. A wholly owned subsidiary, which operates three ON TV over-the-air subscription television systems and is involved in a joint venture with Universal Pictures to produce movies for theatrical and pay TV markets.

• ON Satellite TV. Distributes pay TV programming to STV systems, cable TV systems, multipoint distribution outlets and low-power television stations via Comstar D-IV communications satellite.

• Agreement between Oak Media and Home Entertainment Network, a subsidiary of United Cable Television Corp., calling for Oak's purchase of HEN's STV subscribers in Chicago for addition to ON TV/Chicago's service.

Communication interests:

• STV operations in three cities — Los Angeles, Chicago and Miami/Ft. Lauderdale.

• McCoy Electronics. Produces quartz crystals for military communications.

• Oak/Telstar. Joint venture to market Oak's ON TV service, via satellite, to SMATV and MDS pay TV outlets nationwide.

The general woes of the economy, and particular problems of the cable TV and subscription TV industries in 1983, combined to hand Oak its worst year-to-year financial performance. Despite unprecedented gains in sales and profits from Oak Technology's Materials segment, and a profitable return from its Components operation, Oak Industries, nevertheless, closed the year with an overall 22 percent decline in sales to $426.4 million, from $545.7 million in 1982. It suffered a staggering 40-fold drop in net income, from a $4.1 million profit in 1982 to a $166.1 million loss last year. Sales within the Communications segment, which includes its cable- and STV-related operations, dropped 44 percent to $177 million, from $315.1 million in 1983, while operating income within the segment precipitously plunged from a $2.5 million profit in 1982 to an $86.8 million loss last year.

During the year, the company began adjusting to these harsh realities. It terminated STV operations in Phoenix and Dallas, leaving Oak three operating STV markets (Chicago, Los Angeles and Miami/Ft. Lauderdale), and entered into a management contract with Twin Arts Productions, whereby Twin Arts was given authority for the day-to-day operations of ON TV, including programming acquisition, production and scheduling. In the fourth quarter of 1983, Oak began negotiating the sale of VideoNet, its teleconferencing division, and entered into an agreement to sell a manufacturing facility in Carlsbad, Calif.

These draconian measures were necessary, in part, due to the decline in subscribers of over-the-air subscription TV. On a combined basis, the number of subscribers of Oak's remaining three ON TV services decreased to 343,729, a 34 percent drop, in 1983. Another disappointment for the company was the failure of the cable television equipment market to turn around. As part of its strategy for recovery, Oak introduced, in December 1983, the Sigma System, a new generation of addressable converter/decoders, featuring the Sigma One, a 450 MHz, 64-channel addressable converter/decoder with baseband scrambling. This year, the company is launching the TCM-1, and "add-on" decoder compatible with converters, to provide addressability.

Also, in December 1983, Oak and Times Fiber Communications agreed in principle to form a 50-50 joint venture to market "hybrid" subscriber control systems.

Oak Media distributes ON TV programming, via Comstar D-IV, to a wide variety of pay TV outlets. Two transponders have been subleased through a joint venture agreement with Telstar Corp. ON Satellite TV, as the service is called, now has 150,000 subscribers, up from 16,000 when it began in February 1983.

Earlier this year, Oak Media announced it had purchased the subscribers of Home Entertainment Network's Spectrum STV, with the expectation they will switch to ON TV/Chicago.

Racal-Oak, a joint venture between Racal Electronics Plc., of the United Kingdom and Oak Industries to supply pay TV hardware and services in the U.K., enjoyed a year of "good progress" in 1983, Oak reported.

But Oak's difficulties may not be over. At the close of 1983, the SEE announced it had opened a formal investigation into the company, the ramifications of which are yet unclear.

PIONEER ELECTRONIC CORP.
1925 Domingues
Long Beach, Calif. 90810
(213) 420-5700
Nozomu Matsumoto, chairman
Seiya Matsumoto, president

Cable interests:

• Manufactures QUBE and QUBE III for Warner Amex Cable.

• Manufactures block and tunable converters for single and dual-cable systems.

Communication interests:

• Home video and audio products.

• Television and LaserDisc equipment.

Pioneer Electronic Corp. returned to profitability in fiscal 1983, which ended Sept. 30, 1983, after losses in five consecutive quarters. Business picked up sufficiently in the second half of fiscal 1983 to lift net income for the full year to $9.4 million, from a $12.9 million net loss in fiscal 1982. Net sales in 1983 were $1.3 billion, up 4 percent from 1982's $1.25 billion, while total assets dropped 4 percent to $1.03 billion, from $1.038 billion in 1982.

Sales of Pioneer cable TV equipment and systems dropped during fiscal 1983, following the fulfillment of outstanding orders from Warner Amex to supply QUBE two-way interactive BT-series terminals to subscriber homes in Columbus, Ohio; Cincinnati, Pittsburgh, Houston, Dallas, Chicago and St. Louis. In response, Pioneer successfully expanded its customer base to more than 500 cable system operators.

The company's line of products include block converters and tunable converters for single and dual cable systems, as well as addressable/interactive products. The latter consist of the VIP One-Way Addressable System, VIP Security Alarm System and VIP Status Monitoring System. In fiscal 1983, Pioneer Communications, a wholly owned subsidiary of Pioneer Electronic, announced the introduction of the new BC-4000 series 67-channel converter with a wireless remote control unit. Pioneer also manufactures products featuring its phase-locked loop-tuning technology, which has become an industry standard. Recently, the company developed a new two-way data communication system, composed of home terminal units and a headend unit using a CSMA/CD (Carrier Sense Multiple Access with Collision Detection) protocol, for use in home shopping, home banking, home security and information retrieval. Plans are in the works to introduce packages of teletext and videotex receiving equipment, as well.

The bulk of Pioneer's sales comes from its home audio and video segment which manufactures its LaserDisc videodisc system, among other products.

PLAYBOY ENTERPRISES INC.
919 N. Michigan Ave.
Chicago, Ill. 60611
(312) 751-8000
Hugh Hefner, chairman
Christie Hefner, president

Cable interests:

• The Playboy Channel. Joint venture with Cablevision, Cox Communications and Daniels & Associates. Carried by more than 350 cable systems. Total subs: 656,000. (4/84)

Communication interests:

• Publishes *Playboy, Games* and buying guides, and distributes foreign editions of magazines.

• Playboy International Publishing. Consultancy to advise United States publishers in licensing their magazines for publication abroad.

• Playboy Video. Offers Playboy video productions on videocassette and videodisc. Other outlets include over-the-air subscription television and TV syndication.

PEI has not managed to return to profitability after recording its first year of red ink in fiscal 1982, but has managed to reduce the volume of the outflow. In fiscal 1983, which ended June 30, 1983, Playboy lost $17.5 million, compared with the $51.7 million lost the previous fiscal year. Revenue continued to slide, too, down 7.8 percent to $193.7 million, from $210.1 million in fiscal 1982. The declines were attributed to a poor performance by Playboy clubs, as well as a slump in advertising and newsstand sales for *Playboy* magazine. Although it retained its profitability, *Playboy* was unable to offset declines in other divisions. PEI began to produce original Playboy programming for Rainbow Programming Services' Escapade in 1982, in a joint venture with Cablevision Program Enterprises, Cox Cable and Daniels & Associates. On November 19, the pay service was renamed The Playboy Channel, and launched with an initial subscriber base of just under 300,000 homes. As of April 1984, the Playboy Channel was available on over 350 cable systems, and had a subscribership of 656,000 homes. Revenues from subscriptions to The Playboy Channel amounted to approximately $8.3 million in fiscal 1983.

In addition to its use on The Playboy Channel, the programming developed by Playboy Video has been offered to the public through a variety of distribution mechanisms: videocassettes, videodiscs, over-the-air subscription television and foreign and domestic syndication. Revenue from these sources during fiscal 1983 amounted to approximately $3.5 million.

Playboy Video programming, distributed via CBS/Fox Video under an exclusive licensing arrangement, won two "gold" certifications last year from the Recording Industry Association of America. In November of last year, Playboy announced it had entered into a new agreement with Rainbow Programming Services, whereby Rainbow continued to receive distribution fees for the exclusive marketing of the Channel to pay TV in North America, while Playboy Video Corp. retained ownership of the programs and all foreign distribution rights.

Playboy magazine remained the company's main moneymaker, generating $122 million in revenue. Video interests, as a whole, produced $12.4 million, compared with $584,000 in fiscal 1982, while losing $2.3 million, compared with $4.4 million the previous fiscal year.

RCA CORP.
30 Rockefeller Plaza
New York, N.Y. 10020
(212) 621-6000
Thornton Bradshaw, chairman
Robert Frederick, president

Cable interests:

- The Arts & Entertainment Network. An advertiser-supported performing arts channel formed by the merger of ARTS, owned by Hearst/ABC Video Services, with The Entertainment Channel, a joint venture of RCA Cable Inc. and Rockefeller Center Cable Inc. Nine million subscribers. (4/84)
- RCA American Communications (RCA Americom). Furnishes domestic satellite communications services to broadcast and cable television, as well as voice, data and facsimile services for commercial or governmental use.
- RCA Global Communications. Provides switched, leased and telephone services to domestic and international users.
- RCA Cylix, acquired in October 1982. Provides data communication services, via high-speed multipoint lines, for terminal communications and point-to-point lines to host computers.
- RCA Cablevision Systems. Makes headend equipment, amplifiers, passives, subscriber devices and turnkey system capabilities.
- Commercial Products and Services. This segment manufactures color TV picture tubes; display tubes and monitors; solid-state and electro-optic devices; commercial communications satellites; and associated electronic equipment for broadcasting and communications, including cameras, studio equipment and TV tape recording and playback equipment.
- RCA Laboratories. Research and development arm of RCA Corp.

Communication interests:

- Five television stations.
- NBC Television Network. Over 200 affiliates.
- Three radio Networks. Serve more than 500 regularly affiliated stations with news and information programming; musical programming; and health, financial and personal advice programming.
- RCA Communications Inc. Encompasses RCA Americom; RCA Globcom; and RCA Cylix.

Joint venture with Columbia Pictures Industries Inc. to distribute pre-recorded videocassettes and license films for VCR release in the United States and abroad.

- Consumer Products and Services. Manufactures TV receivers, VCRs, video cameras, videodiscs, records and prerecorded tapes.

RCA, parent company of NBC-TV, has played an important role in the development of the cable industry, though largely unrelated to the formidable programming power of its own television network. To be sure, RCA does retain a small programming foothold in cable with the merger of the assets of the defunct The Entertainment Channel, a joint venture of RCA Cable Inc. and Rockefeller Center Cable Inc., with ARTS, owned jointly by The Hearst Corp. and ABC Video Enterprises. The reborn ad-supported Arts and Entertainment Network, launched in February of this year, claims a potential viewing audience of 9 million cable subscribers. But RCA's impact upon the cable industry has been greatest through its domestic satellite transmission facilities, used by cable programmers and resale common carriers to create national ad-supported and pay cable networks, and through its equipment manufacturing arm, which produces state-of-the art TV production, transmission and reception equipment. RCA Cablevision Systems also provides installation services for the cable industry.

RCA's business segments are divided into six groups: Electronics, Broadcasting, Communications, Transportation Services, Financial Services and Other Products. Beginning in 1982, the company reversed a four-year decline in earnings. In 1983, that trend continued. Sales rose to a record $8.98 billion, 11.9 percent better than 1982's $8 billion, and net income grew by 8.2 percent to $240.8 million, from $222.6 million in 1982. Electronics achieved improved earnings on record sales; Government Systems and Services set records in sales and earnings for the eighth straight year; NBC achieved record-breaking profits; and Communications saw revenue increase by 18 percent, although net earnings dropped due to increased competition and start-up losses at RCA Cylix's value-added network.

In 1983, RCA held leadership positions in television receivers, VCRs, videodiscs and videodisc players. However, in April of this year, RCA announced it would discontinue production of videodisc players, due to "continuing financial losses" amid a soft consumer market.

In 1983, RCA continued work on construction of 17 planned communications satellites for GTE Corp., American Satellite Co., Satellite Television Corp. and RCA Americom. RCA Americom operates five satellites, including one owned

by Alascom Inc., the long-distance communications company in Alaska.

In addition to its communications interests, RCA owns The Hertz Corp. and C.I.T. Financial Corp.

ROGERS CABLESYSTEMS INC.
P.O. Box 249, Ste. 2602
Commercial Union Tower
Toronto-Dominion Centre
Toronto, Canada M5K 1J5
(416) 864-2373
John Graham, Q.C., chairman
Edward Rogers, vice chairman
Colin Watson, president

Cable interests:

- Canadian Cablesystems Ltd. Owns 16 systems in Canada, serving 1.3 million basic and 147,000 pay subscription units. Largest Canadian MSO.
- Rogers U.S. Cablesystems Inc. Total subs: 183,000. Combined RUSCI and RCA totals make Rogers the 13th-largest MSO in the United States. (4/84)
- Rogers Cablesystems of America Inc. Owns and operates half of the former Rogers UA-Columbia Cablevision systems, with 321,000 subscribers.
- Cableshare (37 percent). Data processing service.
- Tele-Cable Sales. Syracuse, N.Y., system — the first to be franchised and developed in the United States — has invested in Tele-Cable Sales, a regional sales interconnect service.
- Dublin Cablesystems Ltd. Owns and operates two systems in Ireland, with a total of 111,000 sub.

Rogers Cablevision Systems Inc., based in Toronto, Canada, is one of the world's largest cable communications companies, owning and operating cable TV systems in the United States, Canada and Ireland. Canadian Cablesystems Ltd. is Rogers' domestic operation, consisting of 16 fully constructed and wholly owned systems (save Western Cablevision Ltd. in British Columbia, in which Rogers has a 45 percent interest). CCL serves 1.3 million basic and 147,000 pay subscriber units (1983 was the first year Rogers offered pay cable services on its systems in Canada). Across the Atlantic, Rogers' two systems in Ireland serve 111,000 subs.

South of the Canadian border, Rogers' United States operations are handled through two subsidiaries: Rogers United States Cablesystems Inc. and Rogers Cablesystems of America Inc. Together the two companies have in excess of 504,000 subs, making Rogers the 13th-largest MSO in the United States. RUSCI experienced significant growth in 1983, due primarily to the addition of franchises in the northern half of Minneapolis and east Multnomah County, Ore. Through Aug. 31, 1983, the end of Rogers' fiscal year, RUSCI pay TV subscriptions increased by 76 percent, to over 232,000 and its overall pay-to-basic ratio increased from 140 percent, to 150 percent. On Feb. 4, 1983, Rogers and United Artists Communications Inc. agreed to divide the assets and liabilities of Rogers UA Cablesystems Inc., in which Rogers had held a 51 percent interest since 1981. In the division of the spoils, Rogers obtained a 100 percent interest in former RUAC systems, serving 307,000 basic subscribers in seven southwestern states. These systems were folded into Rogers Cablesystems of America, a wholly owned subsidiary, and increased RCA's subscriber base to over 320,000.

Rogers U.S. Cablesystems Inc.'s net revenue in fiscal 1983 was $36.5 million, an impressive 104 percent increase from 1982's $18.6 million, while operating income increased to $11.5 million from $6.9 million in 1982. Rogers Cablesystems of America Inc.'s results included those of RUAC, whose net revenue for the period increased 64 percent of $134.2 million, from $81.9 million in 1982, and whose operating income grew 44 percent to $58.9 million, from $35.1 million in 1982.

For the company as a whole, total revenue increased by 49 percent to $364 million, from $244 million the previous fiscal year, and Rogers sustained a $15.1 million loss, compared with a $7.2 million loss in fiscal 1982. The net loss was the result of an increase in the amount of funds borrowed to finance cable construction, as well as interest expenses associated with RUAC.

ROLLINS INC.
2170 Piedmont Rd. N.E.
Atlanta, Ga. 30324
(404) 873-2355
O. Wayne Rollins, chairman
R. Randall Rollins, president

Cable interests:

- Rollins Cable Vue Inc. Owns 80 percent of Dracut, Mass., system; 88 percent of North Branford, Conn., system; 100 percent of Lincoln, R.I., and Wilmington, Del., systems. Total subs: 167,000 (1/84), placing company among top 20 MSOs.
- Television Group programs a cable channel serving Rollins' Wilmington, Del., system.

Communication interests:

- Three VHF television stations.
- One FM and five AM radio stations.
- Outdoor advertising facilities in the Northeast and Southwest.
- Rollins Protective Services Co. Offers wireless, radio frequency home security systems.

Rollins Cable Vue is a part of Rollins' Media Group, which comprises cable operations, outdoor advertising facilities in the Northeast and Southwest, three VHF television stations, and one FM and five AM radio stations. Rollins operates systems in Delaware, Connecticut, Massachusetts and Rhode Island. During the past fiscal year, which ended June 30, 1983, Rollins expanded its cable services to additional communities in Massachusetts and Rhode Island, and applied for franchises in two areas of the Philadelphia market. The media division increased its revenue in fiscal 1983 by 18 percent to $81.9 million, from $69.2 million the previous year, and increased its net operating income by 4 percent over the same period to $20.9 million, from $18.3 million. Nevertheless, cable television earnings, as a portion of these results, declined. This was due, Rollins said, to high start-up costs and other expenses of constructing its new cable franchises.

Rollins Inc., the parent company, suffered a 16 percent drop in net revenue in fiscal 1983 to $44.2 million, from $526.5 million the previous year, and a precipitous 89 percent plunge in net income to $5.3 million, from $46 million in 1982. The company attributed these setbacks to the recession and a decline in the world market for oil and gas exploration equipment, which is its second-largest business segment behind termite and pest control.

SAMMONS ENTERPRISES
P.O. Box 225235
Dallas, Texas 75265
(214) 670-9790
Charles Sammons, chairman
Kenneth Mutzel, president

Cable interests:

- Sammons Communications — 580,000 subs, ranked 12th among the top 100 MSOs (1/84).

Sammons Enterprises, parent company of Sammons Communications, is a privately held firm, and its financial data

were not available at press time. Sammons Communications, its cable subsidiary, is franchised in 160 cities and operates 46 cable TV systems in 20 states. The division's cable revenue grew 30.4 percent in 1983 to $106 million, from $81.3 million in 1982. Operating income increased 4.7 percent to $13.4 million, from $12.8 million the previous year. Sammons Communications' identifiable assets reached $238.2 million, up 16.7 percent from $204.2 million in 1983.

A pioneer in cable, SCI has more than 580,000 basic subs and 428,000 pay customers, its 60.5 percent basic penetration rate being among the highest in the industry. Virtually all of SCI's systems now have operating earth stations. Earlier this year, SCI announced, in a letter of intent, it would acquire a group of small cable systems, with approximately 15,000 subs, from Storer Broadcasting.

The cable division is one of four operating units of Sammons Enterprises. The others include a distributing outlet for imported dinnerware, as well as for oil supplies and products, hotel and resort operations, and an insurance business. The cable business, while an important profit center for the company, is not Sammons' biggest division.

SCIENTIFIC-ATLANTA INC.
One Technology Pkwy.
Box 105600
Atlanta, Ga.
(404) 441-4000
Sidney Topol, chairman
John Levergood, president

Cable interests:

• Manufactures technical products for two principal markets: communications and instrumentation. Equipment includes: antennas, co-axial cable, digital modems for data networks, earth stations, home security systems and telecommunications instrumentation.

Communications products represented more than three-fifth's of Scientific-Atlanta's total sales for fiscal 1983, which were $326.6 million, off 3 percent from $337.2 million in fiscal 1982. (The company's fiscal year ends June 30.) Net earnings for the period were $370,000 equal to 2 cents per share, way down from $14.2 million, or 63 cents per share, in the prior fiscal year. Scientific-Atlanta attributed this slowdown to recessionary trends in the United States and a concomitant depression of the market for high-tech communications products. Results for the first half of the 1984 fiscal year, however, were more promising. For the six months ending Dec. 31, 1983, sales were $192.0 million, 29 percent better than the comparable period in 1982. Net earnings for the first half of the 1984 fiscal year were up 204.3 percent to $6 million, from a loss of $5.8 million in the first half of the same period in 1982.

Scientific-Atlanta's introduction in the past fiscal year of the Model 8500 addressable set-top converter was termed "an unqualified success." And during the year, the company acquired Digital Video Systems, a Canadian-based company which manufactures digital video encryption and descrambling equipment. According to S-A, this positions the company for the advent of DBS broadcast service in the United States. In other major developments during the second quarter of fiscal year 1983, S-A concluded a $40 million deal with American Television and Communications Corp. to purchase Model 8500 addressable converters, and another, with CBS, to install earth stations, marking the TV network's conversion to satellite distribution of programming. New products designed for the private cable market include the Model 9530 video receiver, the Model 6130 signal processor and an off-premise addressable tap system. Also, during the second quarter of the new fiscal year, S-A completed the sale of its Southern Tool Division in Anniston, Ala. And early in the third quarter, S-A announced it had reached an agreement in principle to sell its Burlington Instrumentation Division in Massachusetts to Teradyne Inc.

Scientific-Atlanta is a leading manufacturer of headend equipment and antennas, as well as products for the digital audio, home security and military and aerospace markets.

SCRIPPS-HOWARD BROADCASTING CO.
1100 Central Trust Tower
Cincinnati, Ohio
(216) 431-5555
Jack Howard, chairman
Donald Perris, president

Cable interests:

• Scripps-Howard Cable Services Co. Owns and operates systems in Lake County and Volusia County, Fla.; Tulare County, Calif.; Ann Arbor, Mich.; Lower Fairfield County, Conn.; Longmont, Lafayette, Fort Lupton, Louisville, Loveland and Parachute, Colo.; Sacramento, Calif., (construction beginning in 1984); and Bridgeport, Conn., (service beginning in 1984). Joint ventures include: TeleScripps Cable Co. (partnership with TeleCommunications Inc.); Mile Hi Cablevision of Denver (partnership with ATC, Daniels & Associates and local Denver investors); Cablevision of Connecticut (partnership with Charles Dolan's Cablevision Systems); and various Scripps-Howard Broadcasting cable interests in Florida, Colorado, Michigan and California. Total subs: 72,000 (12/83)

Communication interests:

• Seven television stations.
• Seven radio stations: four FM and three AM.
• Minority interest in cellular radio telephone venture with McCaw Communications of Bellevue, Wash.
• Agreement with Knight-Ridder Inc. to introduce Viewtron videotex in three cities: Denver, Pittsburgh and Memphis.
• 15 daily newspapers.
• Weekly newspapers in Florida and Kentucky.
• Special interest publications.
• United Media Enterprises, the world's largest syndicate and feature service.

Scripps-Howard is the trade name of The E.W. Scripps Co. and its subsidiaries. Operations include the Scripps-Howard newspapers; Scripps-Howard Broadcasting Co.; United Media Enterprises, parent of feature services United Feature Syndicate and Newspaper Enterprise Association; community weekly newspapers; and companies that supply TV listings (Tele-Log, TV Watch Inc. and TV Data Inc.), among others.

Scripps-Howard Cable Service Co. operates under the aegis of Scripps-Howard Broadcasting, which is publicly held. (The E.W. Scripps Co. is privately held.) During 1983, the cable subsidiary purchased four cable TV systems in Colorado from Storer Communications: Loveland (12,000 homes passed), Louisville (2,926 homes passed), Ft. Lupton (1,203 homes passed) and Parachute/Battlement Mesa (600 homes passed). It also was awarded a cable franchise in Sacramento, Calif., which will serve more than 360,000 households. Earlier this year, Cablevision Systems of Southern Connecticut, a partnership between Charles Dolan and Scripps-Howard Cable, formally acquired Southern Connecticut Cablevision of Bridgeport for approximately $50 million. The system serves 50,000 subs and is the largest in the state. Scripps-Howard Broadcasting projects owned and operated systems, as well as systems in which the company holds an interest, will reach a level of 400,000 subs within the next four years. Wholly and partly owned systems had 72,000 subs by the end of 1983, and are expected to have 120,000 subs by the end of 1984.

With the acquisition of KNXV-TV, Phoenix, Ariz. the company now has a full complement of seven television stations to go with its seven radio stations and 15 daily and 27 weekly newspapers.

Scripps also is involved in cable in another fashion, supplying cable operators with local news programs. For example, *The Rocky Mountain News*, a Scripps-Howard newspaper, is pursuing a joint venture with Mile Hi Cablevision to offer local news via cable. The E.W. Scripps Co. bought a limited partnership interest in Mile Hi from Daniels & Associates in April 1983.

Investments in cable partnerships totaled $15.7 million last year, up from $14.7 million. The cable division produced a revenue of $6.2 million, up from $2.5 million in 1982, and yielded a pre-tax loss of $1.85 million, down 7.1 percent from the $1.9 million loss posted in 1982. Scripps-Howard Broadcasting achieved record operating revenues of $100.6 million, up 5.2 percent over 1982. But operating profits declined to $17.6 million, from $19.5 million the previous year.

STORER COMMUNICATIONS INC.
1200 Biscayne Blvd.
Miami, Fla. 33181
(305) 899-1000

Peter Storer, chairman
Terry Lee, president

Cable interests:

- Storer Cable Communications. Total subs: 1.4 million in 18 states. As of April 1984, Storer ranked fifth among the top 100 MSOs.
- New England Sports Network. Through WSBK-TV, a Storer TV station in Boston, Storer Communications has entered into a long-term agreement with the Boston Red Sox baseball club and Boston Bruins hockey club to form a satellite-fed cable sports program network. NESN may also enter teleconferencing business via lease of a 24-hour-a-day transponder from RCA.

Communication interests:

- Owns seven television stations: five VHF and two UHF.
- Storer Television Sales. Sells national spot advertising on Storer TV stations.
- Magnicom Systems. A joint venture of Control Data Corp. and ADR/Cadre Inc. to provide software and computer-based services to the broadcasting and cable television industries. ADR/Cadre is, itself, jointly owned by Storer and Applied Data Research Inc.

Following a disappointing year in which Storer turned in a net loss of $39.7 million on $458.9 million in revenue, the company registered its fifth consecutive quarterly loss in the first quarter of 1984: $14.5 million on $37.9 million in revenue. Storer attributed the first quarter loss to continued increases in interest expense and depreciation charges, as well as the non-recurring expense incurred through the conversion of former Spotlight subs to Showtime/The Movie Channel. Storer, along with several other cable companies jointly own Spotlight, a pay TV movie channel sold to Showtime/The Movie Channel last year.

Storer Communications operates in two businesses: broadcasting and cable television. The company's consolidated revenue for 1983 increased 21 percent to $458.9 million, while net income plunged 531.3 percent to a net loss of $39.7 million, from a net profit of $9.2 million in 1982. Storer's woes in 1983 stemmed, in part, from its rapid growth in cable television, which has accounted for roughly $500 million in capital expenditures over the past two years.

Storer Cable Communications, currently ranked the fifth-largest MSO in the nation, with more than 1.4 million subs in 18 states, added 10 percent more plant and 18 percent more subs last year. In recent months the company has implemented a new strategy to improve its financial performance, concentrating on marketing services to fran-

Now Available!
CABLEFORMS™
Business forms designed exclusively for the CATV industry
Make record-keeping easier and more professional. Save time and confusion, too. There's a CABLEFORM for every CATV need.
☐ Monthly billing statements
☐ Coupon books
☐ Disconnect orders
☐ Work orders
☐ Accounts payable checks
☐ Payroll checks
☐ Purchase orders
Choose any format: snap or continuous, standardized or custom. CABLEFORMS cost no more than you are probably paying now.
FREE SAMPLES! CALL NOW!
Custom design and inventory management services available.
East of the Mississippi:
800-233-2147
(In Pennsylvania: 800-482-2398.
Other areas call collect: 717-533-4982.)
TVC SUPPLY COMPANY INC.
1746 East Chocolate Avenue · Hershey, Pennsylvania 17033

chise areas, rather than actively seeking new franchises or new acquisitions. As part of the program, Storer Cable won rate increases in franchise areas serving approximately 300,000 subs. This year, Storer hopes to effect increases in areas covering another 700,000 subs. Also, in 1983, Storer completed the transfer of one of its franchises serving half of Minneapolis, and divested itself of other systems in Colorado and Florida. At year's end, no franchise applications were pending or planned, but Storer said it plans to continue its policy of clustering systems through trade or sale with other companies. Twenty-two "telemarketing" campaigns were launched in 12 states in 1983 to boost subscription levels.

In 1983, Storer Cable lifted its revenue by 30.7 percent to $291 million, and achieved a 4.4 percent rise in net income to $2.5 million.

Storer Communications owns seven television stations and operates a Television Sales division, in addition to its cable holdings.

TAFT BROADCASTING CO.
1718 Young St.
Cincinnati, Ohio 45210
(513) 721-1414
Charles Mechem, Jr., chairman
Dudley Taft, president

Cable interests:

- TCI-Taft Cablevision Associates. A 50-50 joint venture to acquire and operate cable systems (150,000 basic subscribers, as of December 1983).
- Taft-TCI Programs. A 50-50 joint venture to develop cable programming. Includes an investment in Black Entertainment Television.

Communication interests:

- Seven television stations.
- Five AM and six FM radio stations.
- Hanna-Barbera Productions.
- The Taft Entertainment Co.
- Worldvision Enterprises.
- Worldvision Home Video Inc.
- Four regional, family-oriented amusement parks and other mini-theme parks in development.
- Titus Productions and Ruby-Spears Enterprises.
- Philadelphia Phillies (47.5 percent interest.)
- Joint venture with Zenith Radio Corp. to provide teletext equipment for Taft's Cincinnati teletext service.

Now in its third year of operation, TCI-Taft Cablevision Associates has grown to include 14 systems in 49 communities serving 150,000 basic and 68,000 pay subs. The joint venture suffered a $2.2 million net loss over the first nine months of fiscal 1984, which ended Dec. 31, 1983. TCI-Taft has acquired systems in Connecticut, New Hampshire and Michigan. According to the company, the goal of achieving 200,000 subs can be made through system growth rather than accelerated acquisitions. Most of the systems offer 12 channels, including one pay service, but are easily upgradable to 20, according to Taft, without the need to rewire.

TCI-Taft also is in the business of developing cable programming. Its first major action was to acquire an equity interest in Black Entertainment Television, an ad-supported service provide programming for the black community. The joint venture also has several pilot programs in production, including a children's show set in Taft theme parks, and public affairs programming from Taft's Washington, D.C., television station, WDCA-TV.

Although Taft began as a newspaper publishing company in Cincinnati, it has long since gotten the newsprint out of its system. It has become a diversified entertainment and electronic communications conglomerate. Taft owns seven television stations; 11 radio stations (In November 1983, the company announced its intention to buy two Portland, Ore., radio stations, which, if approved, will bring its complement up to 13.); Taft Enter-

WHEN CONFIDENCE COUNTS

Pat Thompson Co.

CABLE TELEVISION BROKERS
14292 EAST EVANS AVE. AURORA, CO. 80014
(303) 337-4707

tainment Co. (a production company); Worldvision Enterprises; Hanna-Barbera Productions (produces animated cartoon series); and several amusement and theme parks. Taft also owns a 47.5 percent interest in the Philadelphia Phillies baseball team, and last year secured the rights to broadcast Phillies' games for the next eight years.

In November 1981, Taft announced it was beginning a teletext experiment on WKRC-TV, a Taft-owned station in Cincinnati. After experimenting with the technology over the following two years, Taft announced, in January of last year, it had reached an agreement with the Zenith Radio Corp. to jointly produce teletext receiving equipment for its proposed over-the-air service, called Electra. (It has been on the air since July 1982.)

Last December, Taft also announced it was selling most of its domestic theme parks to a group of investors, including the management of its Attractions Group. Canada's Wonderland park was not included in the sale.

In fiscal 1983, Taft's net revenue climbed 6 percent to $380.9 million, from $358.2 million in 1982; net income slid 2 percent to $38 million, from $38.8 million the previous fiscal year.

THE NEW YORK TIMES CO.
229 W. 43rd St.
New York, N.Y. 10036
(212) 556-1234
Arthur Sulzberger, chairman
Walter Mattson, president

Cable interests:

- NYT Cable TV. A single, wholly owned system in southern New Jersey: 12,000 basic and 115,000 non-exclusive (multi-pay) premium service subs. (3/84)
- NYT Productions. Produces and syndicates cable and television programs based upon material from *The Times*, the company's magazines and other sources.

Communication interests:

- *The New York Times* and 20 daily and nine weekly newspapers in eight states.
- The New York Times Syndication Sales Corp. Operates The New York Times News Service, which distributes *Times* articles nationally and abroad; Special Features, which syndicates written material and photographs; and New York Times Pictures, which sells photographs from *The Times*.
- Four magazines: *Family Circle, Golf Digest, Golf World* and *Tennis*.
- Times Books.
- Three television stations.
- Two radio stations.
- Equity interests in three Canadian newsprint companies and a supercalendered paper mill in Maine.
- One-third interest in the *International Herald Tribune*, in equal partnership with The Washington Post Co. and Whitney Communications Corp.

The sober, gray pages of *The New York Times* are no longer The New York Times Co.'s main source of all the revenues fit to mint. Since 1979, the company has embarked on an ambitious plan of acquisitions and start-up operations — no fewer than 20 — and has sold or licensed 10 others, with the upshot being that each of its business segments is now profitable. Last year, the payoff was demonstrable, as consolidated revenue crested $1.1 billion for the first time, a gain of 17 percent from 1982's $933.7 million. Net income for 1983 also hit an all-time high of $78.7 million, a 45 percent increase over $54.3 million in 1982.

In January 1983, the company sold The New York Times Information Service, which operated several information-retrieval databases, to The Mead Corp., which also was granted a long-term exclusive license to distribute the Times Company's databases. This past January, the company sold a Florida weekly to reduce its present complement of newspapers to 29, in addition to the *Times*.

The company's Broadcast/Cable TV Group achieved a revenue of $53.4 million, 13.6 percent better than 1982's $47 million, and operating profits of $4.94 million, 80.9 percent above the previous year's total of $2.73 million. Over the course of calendar 1983, NYT Cable TV's subscriber base grew 12 percent, and the subsidiary moved to a newly constructed facility in Cherry Hill, N.J. The cable operation, purchased from Irving Kahn in March 1981, is ranked 11th among the top 100 systems, and recently completed tests of an interactive, pay-per-view channel to be installed at Fort Dix, N.J., and McGuire Air Force Base (total potential subs: 3,000).

THE PENN CENTRAL CORP.
245 Park Ave.
New York, N.Y. 10167
(212) 599-8100
Carl Linder, chairman
Alfred Martinelli, president

Cable interests:

- General Cable Co. Manufactures products and supplies for the cable industry.
- General Cable International. Manufactures wire and cable-related products for the telecommunications market through equity investments in Brazil, Colombia and Venezuela.

5 Years of Building a Professional Foundation.

Women In Cable has developed more first time events than any other organization in the industry. We study management technologies with the top business schools in the country, create cable courses and provide legislative forums for the exchange of information and ideas both nationally and in many of our 24 chapters.
Women In Cable has been developing skilled professionals for cable television since 1979.

Marketing Your Cable System Is No Longer As Simple As Taking Orders.

At CSS, our sales forces are trained to know the benefits and differences of tiers and multi-premium options. And they can explain them to your customers.

With our marketing/installation turnkey contract, you pay only on results. That's completed, installed, first-month paid customers.

Call us today and let us improve your bottom line.

CATV Subscriber Services, Inc.

108 State Street
Suite 102
Greensboro, NC 27408
919-273-5553

Visit us at [illegible] SCTA at Booth #1233

NOW... Even small systems can sell local advertising. The SPOTMATIC JR performs all functions necessary to insert commercials in a broadcast fashion ...for just $2150!

That's right. The **SPOTMATIC JR**™ is the most sophisticated sequential system available today and it's priced at about one-fourth that of its nearest competitor with logging. And it has **all** of the features: ■ Built-in logging and verification ■ Vertical-interval switching ■ VCR sync-lock output ■ Built-in preview buss ■ Totally automatic ■ Balanced audio ■ Built-in battery backup ■ Integrated-circuit switching ■ Microcomputer based ■ Keypad programmable tone decoder ■ Installs in minutes ■ Manufactured by CHANNELMATIC . . . the originator of automatic ad insertion equipment and still the leader.

CHANNELMATIC, Inc., 821 Tavern Road, Alpine, CA 92001 Phone (619) 445-2691

CHANNELMATIC, INC.

Cable's top 50

Communication interests:

• Sprague Electric Co. Manufactures electronic and electrical circuit components.

The Penn Central Corp., despite lingering associations with its past history as a railroad giant, no longer is in the freight or passenger carrier business. Instead, this New York-based company is a leading supplier of goods and services to the electronics defense, telecommunications and energy industries. In 1981, Penn Central entered the electronics and telecommunications business by acquiring G.K. Technologies for $704 million. Through its General Cable and General Cable International subsidiaries, G.K. Technologies is a manufacturer of wire and cable products for the telecommunications industry. Since its purchase, Penn Central has made substantial investments in cable operations, primarily for a new fiberoptics manufacturing facility and modernization of South American wire and and cable manufacturing facilities.

Company sales totaled $2.5 billion in 1983, a decrease of approximately $626 million from 1982, principally due to the sale of Edgington Oil Co., effective Jan. 1, 1983. Operating income declined in 1983 to $251.5 million from $339.0 million in 1982, largely as a result of an $81.7 million decrease in operating income from the energy and telecommunications segment. According to the company, the performance of the electronics and telecommunications businesses were adversely affected by "poor economic conditions," but began to recover toward the end of 1983.

During the last five years, General Cable's sales to Bell Operating companies have tripled. In 1983, the company invested $8.9 million in capital expenditures in its telecommunications business, compared with $11.2 million the previous year.

Corporate strategy has been to divest Penn Central of activities unrelated to the energy and technology fields. In keeping with that strategy, Penn Central reduced its real estate holdings, selling the Boca Raton Hotel and Club as well as the Arvida Corp. and Six Flags Amusement Parks (1982). On Jan. 31, 1984, the company signed a definitive agreement to acquire Solid State Scientific, a small semiconductor plant, for approximately $29 million.

Sales of wire and cable have increased yearly since 1981. Last year, they totaled $338.6 million, 13.3 percent of Penn Central's total sales; compared with $322.6 million or 10.2 percent of the total in 1982.

In addition to its wire and cable businesses, Penn Central makes advanc-

ed weapons systems for the U.S. Navy; owns 3,600 miles of oil pipeline, 42 pumping stations and 18 tank farms in 10 states; and manufactures mobile, offshore jackup oil and gas drilling rigs (through Marathon Manufacturing Co).

TELE-COMMUNICATIONS INC.
54 Denver Technological Center
5455 S. Valentia Way
Englewood, Colo. 80111
(303) 771-8200
Bob Magness, chairman
John Malone, president

Cable interests:

- TCI Cable division. Through over 370 owned and affiliated systems serves 2.8 million subs in 43 states. Top-ranked MSO in the United States.
- TCI-Taft Cablevision Associates. 50-50 joint venture to acquire systems.
- Taft-TCI Programs. 50-50 joint venture to develop programs. Includes investment in Black Entertainment Television, ad-support cable network.
- *Cabletime Magazine.* Cable program guide.
- Other joint ventures: Lenfest Communications (20 percent); Memphis CATV (44.5 percent); Illinois Community Cablevision (50 percent); Tennessee-Kentucky Cable TV Co. (50 percent); TKR Cable (50 percent, with Knight-Ridder subsidiary holding remaining 50 percent); TeleScripps Cable (joint venture with The E.W. Scripps Co.).

Communication interests:

- National Telefilm Associates (77 percent). Film distribution company.

Tele-Communications Inc., the top-ranked MSO in the United States, acquired last year new systems and bought the outstanding shares of companies in which it already had equity interests. The company spent approximately $218.9 million on these transactions, up from $100 million in 1982. TCI disposed of Western Tele-Communications Inc., its microwave division, by distributing WTCI stock to TCI stockholders in dividends. As a result, TCI will not operate a common carrier microwave business and will sell its 77 percent-owned subsidiary, National Telefilm Associates, a New York-based film distribution company. These moves were taken to liquidate properties which were failing to return enough capital on investment, and to concentrate development on the cable side of TCI's business.

That strategy reflects corporate optimism over the performance of TCI's systems over the past few years. At year's end, TCI-owned systems had approximately 1.9 million basic and 1.5 million pay subs; while systems in which TCI owned minority shares served approximately 910,000 basic and 796,000 pay subs. Aggregated, basic subs increased 29.4 percent, and pay subs 44.2 percent, above 1982 levels. As of April 1984, TCI had more than 2.8 million subs in 43 states.

For 1983, TCI's revenues increased 30 percent to $347.3 million, compared to $265.6 million in 1982. Net earnings from continuing operations (cable television) were $15.9 million; and earnings from discontinued operations were $4.6 million, for a grand total of $20.5 million, almost double what they were in 1982. This is a distinct improvement over 1982's performance when heavy capital investment dropped earnings 19 percent.

TCI has been pursuing addressability with great zeal. As of Feb. 19, 1984, 169,000 subs homes had been equipped with addressable converters. The company's plans are to progressively switch over all its systems to addressability, with the boxes being controlled out of Denver.

In 1983, TCI acquired the outstanding shares of Athena Communications

FNI Communications Company

has been acquired by

FNI Cable Associates

(A Tennessee Limited Partnership
controlled by Rifkin & Associates)

The undersigned acted as financial advisor to FNI Communications Company in this transaction.

Lehman Brothers
Shearson Lehman/American Express Inc.

May, 1984

Live College Football...Live College Basketball
Women's Sports...Ice Hockey...Track...Tennis
...via satellite

Free Sports Programming via Barter

Call 504-766-5180 for details...

College Sports Network 13626 Perkins Rd. Baton Rouge, La. 70810

Full-time programming resumes with the start of the 1984-85 college season — September 1, 1984

Steelweld SINCE 1922

Bodies... Covers For Mini Pickups

Covers are available with or without side and back windows plus a wide range of compartmentation.

This new body developed for Ford Rangers with HD suspensions gives you far more compartmentation and cargo space than a pickup bed with a cover for . . . just about the same cost. We offer a wide range of compartmentation—shelving, drawer and rack options as well as ladder racks—to meet a wide range of storage requirements.

The body and the cover (left) are made of corrosion-resistant steel for added durability and easy repairability. Mounted bodies are given a rust preventive coating.

STEELWELD EQUIPMENT CO. INC.

- P.O. Box 226
  St. Clair, MO 63077
  (314) 436-3993
- P.O. Box 1123
  Temple, TX 76503
  (817) 773-1585

Cable's top 50

Corp., in which it had an 80.5 percent interest, and bought up the remaining shares of Liberty Communications, which operates cable systems in California and Washington. Through TeleScripps, a joint venture with The E.W. Scripps Co., it bought four cable systems serving 83,000 subs in Tennessee and Georgia. A third deal, concluded last November, transferred ownership of Tele-Media Corp.'s systems in Florida, Georgia, Kentucky, New York, Ohio, Pennsylvania, South Carolina and West Virginia to a TCI subsidiary, netting an additional 264,000 subs in the process. Among this year's activities, TCI reached agreement with Warner Amex Cable Communications to buy Warner Amex's Pittsburgh system, and bought Cablescope, a Buffalo, N.Y., cable system (61,000 subs) from Cowles Media.

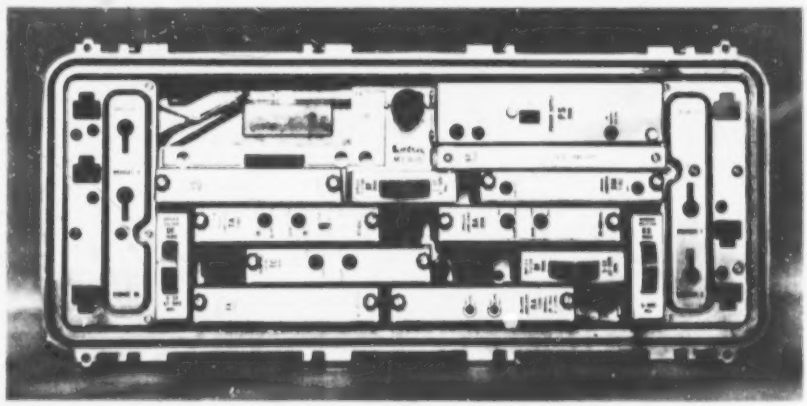
TCI, along with Storer, Cox, Times Mirror and Cablevision Systems, had a minority interest in Spotlight, the pay TV movie service. Last year, when the service was dissolved, all the partners' assets were sold to Showtime/The Movie Channel.

TIME INC.
Time & Life Building
Rockefeller Center
New York, N.Y. 10020
(212) 586-1212
Ralph Davidson, chairman
J. Richard Munro, president

Cable interests:

- Home Box Office. 5,400 affiliated systems; 13.5 million subs.
- Cinemax. 2,100 systems, 2.7 million subs.
- American Television and Communications Corp. 2.4 million basic subs; 2nd largest MSO in the United States.
- USA Network (one-third interest). Joint venture with MCA and Gulf + Western's Paramount.
- Tri-Star Pictures. Joint venture among HBO subsidiary; Columbia Pictures and CBS Inc.
- Joint venture with Toshiba Corp. to develop multi-unit addressable decoding devices for pay TV.
- EvenTelevision. A pay-per-view joint venture with Tele-Communications Inc., Group W Cable and Caesar's World.
- Joint venture with Orion Pictures Corp. to develop TV programming.
- Exclusive pay TV rights to all the films of Silver Screen Partners; limited partnership.
- HBO Premiere Films. New programming arm, launched in 1983, to produce movies expressly for HBO.
- Joint venture with Goldcrest Films

Where is the Feedforward?



It's in the 1000 Series!

For more information please contact:

Lindsay America Inc.

1202 B West, 19th Street,
Panama City, Florida 32405 Tel 904-769-2321

T C S CABLE

HOUSTON, TEXAS PHONE 713-242-1171

TCS CABLE

Specializing In:

CATV Construction
New Build
Rebuild
Apartment Construction

TCS Technical Services

Specializing In:

Strand Mapping
Make-Ready
As-Builts
Design

STOP BY BOOTH NUMBER 1862 AT THE NCTA FOR MORE INFORMATION ON OUR SERVICES.

Cable's top 50

& Television, Columbia Pictures (Coca-Cola) and Twentieth Century-Fox to create a new pay TV service for British cable TV.

• HBO Satellite Communications Center. Originates and transmits HBO and Cinemax signals via satellite.

• Joint venture with M/A-COM Linkabit to develop security system to prevent signal piracy.

Communication interests:

• Time-Life Video. Produces and distributes training materials, in the form of videocassettes and films to businesses, educational institutions, libraries and the federal government.

• Magazine publishing. *Time, Sports Illustrated, People, Fortune, Money, Life* and *Discover*. (Discontinued *TV-Cable Week*.)

• Book publishing. Time-Life Books, Book-of-the-Month Club and Little, Brown and Co.

• Three multipoint distribution service systems, owned by ATC.

• Pioneer Press. Publishes 29 weekly newspapers serving 27 suburban communities to the north and west of Chicago.

• Selling Areas-Marketing Inc. (SAMI) A wholly owned subsidiary providing reports on the movement of supermarket products from warehouses.

Time Inc.'s video operations — which include two pay TV movie services, Home Box Office and Cinemax; American Television and Communications, the nation's second largest cable MSO; and several joint ventures for program production — achieved record revenues and profits in 1983. Revenues from the video segment climbed 27 percent to $1.1 billion and its pre-tax income from continuing operations rose 24 percent to $215 million. In 1982 cable-related revenues were $856 million and pre-tax income from continuing operations was $174 million. Total cable-related assets grew by 15 percent to $1.2 billion in 1983 from $1.1 billion in 1982.

Time Inc. did some serious reevaluation of its major lines of business in 1983, expanding in some areas, while contracting in others. The key action, for the company, was the spin-off of Temple-Inland, its forest products operation. Time Inc. also discontinued its subscription television service, which sustained operating losses of $14.2 million last year following losses of $19.8 million and $7.5 million in 1982 and 1981, respectively. During 1983, the company also ceased publication of *TV-Cable Week*, a national cable listings guide, which incurred a $47 million pre-tax loss after only six months of operation. A final victim to

Cable's top 50

Time Inc.'s reconsideration of its role in the new video technologies was Time Video Information Services, which had been developing an experimental teletext service for cable TV. In November 1983, the company closed down the project after test marketing indicated insufficient consumer demand for the service.

Other Time Inc. video operations expanded at a brisk pace. Both ATC and HBO began exploring international markets, and, on the domestic scene, added to the number of joint ventures in which they participated.

At year's end, HBO was being carried by over 5,400 affiliated cable systems and had more than 13.5 million pay subs. Cinemax, the nation's fourth largest pay TV movie network, was being received by more than 2.7 million subs on over 2,100 affiliates. Time Inc. also owns a one-third interest, along with MCA and Gulf + Western's Paramount Pictures, in USA Network, an ad-supported basic cable service. In addition, HBO has entered in agreement with Columbia Pictures and Orion Pictures Corp. guaranteeing it the rights to carry all their films produced prior to mid-1986 and 1987, respectively. Earlier this year, HBO concluded a deal with Twentieth Century-Fox Film Co. and Universal Pictures for the non-exclusive rights to carry their movies. A subsidiary of HBO and Silver Screen Partners entered into a licensing agreement in 1983 giving HBO the rights to all Silver Screen films produced over the next five years. In addition, Tri-Star, a joint venture created in 1982 with Columbia Pictures and CBS Inc., made a separate agreement last year to license to HBO all pay TV films produced or acquired by Tri-Star over the next few years. Plumbing the European market, HBO, through a subsidiary, became a minority partner in a joint venture to prove pay TV programming in the United Kingdom. Partners in that arrangement are Thorn-EMI Screen Entertainment, a United Kingdom company; and subs of Columbia, Fox, Warner Bros., Showtime/The Movie Channel and Goldcrest Films and Television Limited, another United Kingdom company.

ATC, whose systems serve 464 franchise areas in 31 states, raised the number of its basic subs to 2.4 million and its premium subs to 2.2 million, from 2.1 million and 1.9 million, respectively, in 1982. Last year, ATC received the franchise for the western portion of the borough of Queens in New York City, comprising 250,000 households. ATC already serves lower Manhattan. Continuing its practice of

Checking response flatness?

It's easy with Sadelco's SC 450 Spectrum Calibrator

1/4 dB ACCURACY
4.5-450 MHz
MHz Ratio:100 to 1

Covers the complete CATV range, present and future.

Checking signal levels?

do it accurately with Sadelco's FS 3D-VS Signal Level Meter

450 MHz
60 Channels

PLUS . . .
the FS 3D-VS Professional SLM has Built-in Quality Features . .

- ± 1.0 dB Accuracy
- Electronic Auto. Shut-off
- New High-Impact case
- AC/Battery Operation: 3 types of Battery Options; Nicads, Alkaline or Carbon Zinc

Call or Write for Free Color Brochure

Sadelco, Inc. 75 West Forest Ave., Englewood, N.J. 07631 201•569-3323
General Rep. for Europe: Catec AG Luzern/Switzerland, Habsburgerstr 22 Tel. 041-23-90-56 Telex: TELFI 78168

Distributors in U.S.A.

ARIXTER COMMUNICATIONS
Alaska
Anchorage 907 274 8525
Fairbanks 907 456 1815
California
Los Angeles (Irvine) 714 556 6270
Colorado
Denver (Englewood) 303 741 2900
Florida
Tampa 813 626 7115
Georgia
Atlanta 404 449 6533
Illinois
Chicago (Elk Grove Village) 312 640 1196
Skokie (Headquarters) 312 667 2900
New Jersey
Wharton 201 328 0980
Missouri
St. Louis 314 423 9555
Ohio
Cleveland 216 349 0323
Oregon
Portland 503 285 2245
Texas
Houston 713 674 8035
Washington
Seattle 206 251 6760

BALLARD SUPPLY CORP
Utah
Salt Lake City 801 972 2430

CABLE TV SUPPLY CO
California
Los Angeles 213 204 4440
Colorado
Denver 303 922 4569
Georgia
Decatur 404 981 9220
Illinois
Addison 312 543 9800
Massachusetts
Woburn 617 938 1221
New Jersey
Cinnaminson 609 829 0100
Ohio
Brecksville 216 526 0919
Texas
Grand Prairie 214 988 1841
Houston 713 681 6141

D.F. COUNTRYMAN CO
Minnesota
Minnesota Only 800 832 6443
Interstate 800 328 6820

DAVCO ELECTRONICS CORP
Arkansas
Batesville 501 793 3816

DOLPHIN ELECTRONIC SUPPLY CO
Florida
Delray Beach 305 272 6886
West Palm Beach 305 659 7166

DOW ELECTRONICS, INC
Florida
Sarasota 813 365 3393
Florida Only 800 282 9621

ELECTROTEX
Texas
Houston 713 526 3456

GULF ELECTRONIC SUPPLY INC
Florida
Miami 305 592 6563

HURLEY ELECTRONICS INC
California
Inglewood 213 678 7644
Long Beach 213 537 5375
Oceanside 714 722 7694
San Bernardino 714 885 0721
San Diego 714 235 6245
Santa Ana 714 971 2203
Van Nuys 213 781 8410

IND-CO CABLE TV, INC
Arkansas
Batesville 501 793 4174

KLUNGNESS ELECTRONIC SUPPLY
Indiana
Indianapolis 1 800 336 9292
Michigan
Iron Mountain 1 800 682 7140
All Other States 1 800 336 9292

MIDWEST CATV SYSTEM
West Virginia
Clarksburg 304 622 4700

MIDWEST CORPORATION
Kentucky
Edgewood 606 331 8990

NELSON ELECTRIC SUPPLY CO
Texas
Dallas 214 741 6341

POLELINE CORP
Subsidiary of HMS Electronic Corp
California
Santa Ana 714 662 1041
New York
Bronx 212 829 1070

S.A.L. CABLE COMM. INC
California
Chatsworth 213 341 9100
Georgia
Decatur 404 981 0050
Indiana
Indianapolis 317 244 2477
New York
Melville 516 694 7110
Texas
Dallas 214 348 8811

TELEVISION TECHNOLOGY CORP
Colorado
Arvada 303 423 1652

TELE-WIRE SUPPLY CORP
California
Newark 415 794 1821
Florida
Sarasota 813 371 3447
New York
Farmingdale (Headquarters) 516 293 7788
Pennsylvania
Simpson 717 282 2340
Texas
Grand Prairie 800 527 1646

THE DROP SHOP LTD
California
Hayward 415 887 7474
New Jersey
Hewitt 201 241 9300

TONER CABLE EQUIPMENT
Pennsylvania
Horsham 800 523 5947
Pennsylvania Only 800 492 2512

TVC SUPPLY CO. INC
Pennsylvania
Hershey 800 482 2398
East of Mississippi
800 233 2147

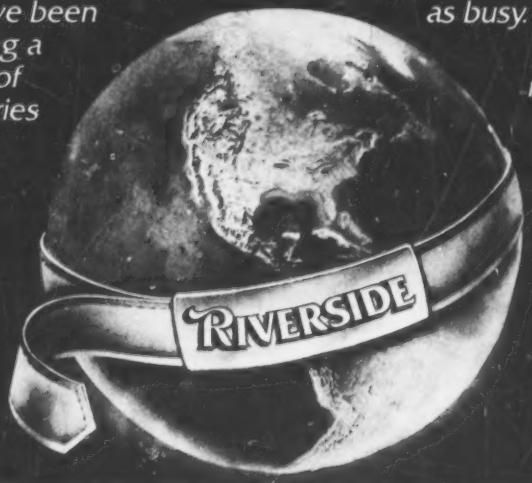
Distributors in Canada:

ARIXTER-MICRO SAT
Pickering, Ontario 416 839 5182
INCOSPEC ELECTRONICS, INC
Montreal Nord, Quebec 514 322 5540
R.F. CABLETEL COMM. INC
Ontario 416 475 1030
SOURCE COMMUNICATIONS, INC
Ontario 416 675 9222
TECH COMM SALES, INC
Burnaby, British Columbia 604 437 6122

Time has changed our styles, but not our quality.

That famous Riverside quality will always go into everything we make.

We've been clothing a world of industries with the finest in career apparel since 1923. And tomorrow, we'll be just as busy. Because quality's never out of style.



Riverside Manufacturing Company

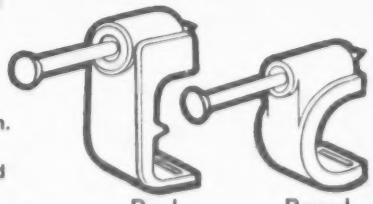
"We Clothe the World with Quality"

International Headquarters – P.O. Box 460, Moultrie, Georgia 31768 – (912) 985-5210 TELEX 54-7628

Tower cable clips

for proven quality and economy

Tower-leaders in the industry



- Sure-fit for quick simple installation.
- Plated, hardened, flat-headed Steel masonry nails, pre-assembled ready for use.
- Sizes to fit all coaxial cables, including quad and double shielded, both single and dual systems. Available in black, white and grey.
- Sold by most leading distributors — Ask for Tower by name.
- Write today for samples, literature and a copy of Tower Cable Clips test results as required by the British Telephone Company, giving name of your supplier.

WELDONE TRADING CO. INC.
1401 Legendre Street W.
Suite 106,
Montréal, Québec H4N 2S2
(514) 381-8861

EXCLUSIVE UNITED STATES IMPORTERS

Cable's top 50

swapping or selling isolated systems to cluster service areas, ATC increased its holdings in the areas surrounding Rochester, N.Y., and Honolulu. During 1983, ATC minority-interest ventures won cable franchises in Aberdeen, Scotland and the Westminster section of London, and ATC entered into a joint venture with Toshia Corp. in Japan to develop addressable converters. ATC also operates three multipoint distribution services, which provide pay TV programming to subs by means of over-the-air microwave signals. These operations, which distribute HBO, had approximately 32,000 subs at year's end.

Time Inc.'s additional communication interests include its magazine group, which publishes *Time, Life, Sports Illustrated, People, Fortune, Money,* and *Discover*; Time-Life Video, which produces educational and training films and videocassettes; Time-Life Books, Book-of-the-Month Club and Little, Brown and Co.; and Pioneer Press. Through Selling Areas-Marketing Inc., Time provides reports on product movement on supermarket shelves.

In 1983, Time Inc. reported income from continuing operations rose 17 percent to $143.7 million on revenues of $2.7 billion. This compares with $122.9 million on revenues of $2.4 billion in 1982.

THE TIMES MIRROR CO.
Times Mirror Square
Los Angeles, Calif. 90053
(213) 972-3700
Otis Chandler, chairman
Robert Erburu, president

Cable interests:

- Times Mirror Cable Television. The nation's 7th largest MSO, operates 61 systems serving 300 communities in 16 states. Subs: 938,200. (2/84)
- Videotex America. A joint venture between Infomart of Toronto, and Times Mirror Videotex Services to develop consumer videotex systems. Plans to launch Gateway videotex service in Orange County, Calif., in summer of 1984. Also plans to introduce Grassroots California, a videotex service for the state's agribusinesses.
- American Cable Television. In 1983, Times Mirror acquired the remaining 50 percent interest in ACT, based in Phoenix, Ariz., in which it had a half ownership since 1980.
- Times Mirror Security Communications. Tests two-way cable security systems.

Communication interests:

- Five metropolitan newspapers, including the *Los Angeles Times, News-*

day and *The Denver Post,* and two community newspapers.

• Seven television stations: five VHF and two UHF.

• Book publishing: art, law, medical, dental nursing and college text books.

• Consumer magazines.

• Publishes aeronautical charts, flight information and instructional materials for the automotive and pilot training fields.

• Operates newsprint mills in Newberg and Oregon City, Ore.

Originally a strictly print media company, The Times Mirror Co. now operates in six industries: newspaper publishing, newsprint and forestry products, book publishing, information services, broadcast television and cable television. It owns seven network-affiliated television stations and, through Times Mirror Cable Television, operates more than 60 cable TV systems in 16 states, serving in excess of 938,000 subs, making TMC the seventh-largest MSO in the country. Times Mirror provides a wide variety of cable services, including basic and pay programming, home security and microwave systems. Through Videotex America, a joint venture with Infomart of Canada, Times Mirror Videotex Services has been testing the viability of consumer videotex businesses.

In 1983, the cable group's revenues totaled $154 million, an increase of 23 percent over 1982's totals; but operating profit declined 23.5 percent to $15.3 million from $20 million in 1982. As the company explained, the revenue increase was the result of subscriber gains in several metropolitan markets, but this was not sufficient to offset higher marketing costs and depreciation expenses on recently completed systems which adversely affected operating profits. The company also experienced significant losses in partially owned, unconsolidated cable systems.

During the year, Times Mirror sold the assets of Spotlight, a 24-hour pay-TV movie service which Times Mirror owned along with Cox, Storer, TCI and Cablevision, to Showtime/The Movie Channel, owned by Warner Communications, Warner Amex and Viacom. It had 784,000 subs. In September, TMC acquired an additional 50 percent interest in American Cable Television of Phoenix, Ariz., in which TMC had a half interest since 1980. Based on the results of the 1982 videotex field trials in Orange County, Calif., Times Videotex Services announced it was proceeding with plans to offer a consumer service, called Gateway, in mid-1984. Gateway will use AT&T Sceptre terminals for subscriber reception. Videotex also announced last year it was joining with McClatchey Newspapers and *The Bakersfield Californian* to establish a videotex service for agribusinesses in the region.

In May 1983, *Newsday* (Long Island, N.Y.), owned by Times Mirror, introduced the "Newsday Channel," a 24-hour, seven-day-a-week news and information service, serving 160,000 cable subscribers.

In 1983, net pre-tax income for the parent company rose a whopping 43 percent to a record $199.6 million from $139.8 million in 1982, while operating revenues increased 12.6 percent to $2.5 billion from $2.2 billion in 1982.

TRIBUNE CO.
435 N. Michigan Ave.
Chicago, Ill. 60611
(312) 222-3232
Stanton Cook, president
John Madigan, executive vice president

Cable interests:

• Tribune Cable Communications Inc. 151,300 subs, ranked 36th among top 100 MSOs. (2/84) Sole owner of 14 cable systems, a majority owner of two, and a minority owner in two.

• Joint venture with United Cable Television Corp. for Montgomery County, Md., in which Tribune Cable has a 79 percent interest.

• News Sketch. Electronic information service delivered to 85,000 households in Orlando, Fla.

• Tribune Media Services. Television program listing service for newspapers and cable systems.

Communication interests:

• Five television stations, including "superstations" WGN in Chicago and WPIX in New York.

• Five radio stations.

• Tribune Entertainment Co. — acquires, produces and syndicates first-run television programming.

• Participation in Operation Prime-Time, an ad hoc television network of independent stations.

• Independent Network News (INN) — national consortium of independent stations to produce evening television newscast.

• Chicago Cubs Baseball Team — Cubs broadcasts represented 7 percent of WGN's total TV programming in 1983.

• Newspaper publishing.

Last year marked a first for the Chicago-based Tribune Co. After 136 years, the company, which now has assets of $1.6 billion in the newspaper publishing, broadcasting, cable TV and newsprint/forest products industries, made its first public stock offering. The offering, valued at $206 million, was the largest initial public offering by an industrial company in 25 years.

Tribune Cable, in its two years of existence, has grown to include 10 established systems, five under construction and three in which the subsidiary holds minority interests. In 1982-83, Tribune Cable won franchise in Tampa, Fla. (114,000 homes); Lakewood, Calif. (26,400 homes); Owatonna, Minn. (7,300 homes); and Milwaukie, Ore. (7,300 homes). Tribune Cable also owns 79 percent of the Montgomery County, Md. franchise, a plum containing 228,000 homes in the affluent suburbs of Washington, D.C., in partnership with United Cable. The company already operates two other systems in the area, one in Alexandria, Va. (54,500 homes) and the other in Gaithersburg, Md. (11,600 homes).

All told, Tribune Cable counted 151,300 basic and 138,200 pay subscribers, as of February 1984. The company achieved operating revenues of $31.3 million in 1983, 32 percent better than the $23.7 million earned in 1982; and, due to franchising and construction costs, its operating losses increased as well, going from $3.1 million in 1982 to $4.8 million in 1983. Nevertheless, the revenues from cable TV operations represented 2 percent of the Tribune Co.'s consolidated operating revenues, which rose 11 percent last year to $1.6 billion; while net income nearly tripled to $69 million from $24 million in 1982. The publishing and broadcasting segments took in record operating profits last year and, when combined, were nearly double their 1982 total.

TURNER BROADCASTING SYSTEM INC.
1050 Techwood Dr., N.W.
Atlanta, Ga. 30318
(404) 827-1717
R.E. Turner, chairman and president

Cable interests:

• Cable News Network. 25.1 million subs. (4/84)

• Cable Headline News. 10.6 million subs. (4/84)

• WTBS (TV). "Superstation" carried by Satellite to cable systems with 29.3 million subs. (4/84)

• CNN Radio.

Communication interests:

• WTBS(TV) Atlanta.

• Owns Atlanta Braves.

• Owns Atlanta Hawks (96 percent).

• National League of Professional Clubs, member.

• Turner Advertising Co. (78 percent).

Turner Broadcasting System Inc.,

which owns "Superstation" WTBS(TV), Cable News Network, Cable Headlines News and CNN Radio, had good news to report last year. For the first time since the creation of Cable News Network in 1979, the company achieved profitability on a consolidated basis. Revenues for 1983 were $224.5 million for all operations, 34.3 percent better than 1982's $165.6 million; while TBS came back from a $3.4 million net loss in 1982 to register $7 million in net income.

Although the company experienced a disappointing fourth quarter, and was projecting a consolidated loss of the first quarter of 1984, TBS predicted CNN and CNN Headline News service would turn in profitable performance in the second half of this year.

Superstation WTBS is available in 29.3 million cable homes representing 6,345 systems in all 50 states — second only in totals to ESPN. Cable News Network is available in 25.1 million homes, and Cable Headline News, launched in 1982, circulates in 10.6 million cable homes. WTBS is now available in over 35 percent of all TV households in the United States, with CNN's penetration put at 31 percent. In the universe of cable households, WTBS can be seen in 81 percent of the total, CNN in 71 percent.

National advertisers have been coming aboard WTBS in greater numbers as well. Last year, at this time, *CableVision* reported 273 major companies buying time on the superstation. The total, as of April 1984, is 394, a 45 percent increase.

Last October, TBS won the final battle with rival news service, Satellite News Channel, operated jointly by ABC Video Enterprises Inc. and Westinghouse Broadcasting. TBS and the joint partners reached an agreement by which TBS acquired all the assets of the financially ailing ad-supported cable channel for a total of $25 million, to be divvied up equally between the SNC partners. The termination of SNC left CNN and CNN Headline News unopposed in the business of 24-hour cable news programming.

Earlier, this year, reports circulated about a potential Ted Turner-Comsat Corp. deal to provide DBS service when Satellite TelevisionCorp., Comsat's STC subsidiary, gets airborne sometime in 1986. This apparently quiets other rumors that Turner was about to sign a similar deal with HBO.

In other recent developments: Cable News Network and WTBS were each awarded a prestigious George Foster Peabody Award for their news and entertainment programming, respectively.

UNITED CABLE TELEVISION CORP.
4700 S. Syracuse Pkwy.
Suite 1100
Denver, Colorado 80237
(303) 779-5999
Gene Schneider, chairman
Fred Vierra, president

Cable interests:

- United Cable Television. Owns and operates 35 cable systems passing approximately 1.1 million homes and serving 670,400 basic and over 500,000 pay subs. (4/84)
- Formation of limited partnerships to develop cable systems in Scottsdale, Ariz. and Hacienda Heights, South Whittier and La Puente, Calif., among others.

Communication interests:

- Home Entertainment Network. (80 percent interest) STV service in Cincinnati and Minneapoolis/St. Paul markets.
- Radio Common Carriers. Company has filed 50 applications for radio paging licenses.
- Specialized Mobile Radio Service. SMR applications filed in 25 markets.
- Home security. Pilot projects in three franchise areas. (Also has taken a small equity interest in Network Communications Corp., Wyoming, which has developed an equipment package designed to operate a cable security business.)
- Data Communications. Filed for a number of major market digital termination (DEMS) licenses, which will enable United to provide high-speed, wide-band intracity data communications networks for businesses and institutions.
- Multichannel MDS. Applications pending before the FCC.

United Cable Television is the nation's 11th largest MSO, owning or managing in limited partnership 35 cable TV systems in 17 states, and serving more than 670,000 subs. Between the end of fiscal 1982 and the end of fiscal 1983 (May 31, 1983), the company's revenues increased 26 percent to $115.3 million and operating income rose 22 percent to $43.4 million. United's wires now pass more than 1 million homes. Operating income from developmental systems increased 330 percent in fiscal 1983, while operating income from mature systems rose 9 percent. Over the last two years. United has invested approximately $92 million in new system development and $43 million in rebuilding old plant. Currently, United Cable offers 35-channel capacity to 83 percent of its subs. Its Tulsa system also has been making great strides in attracting advertising — taking in $765,000 in ad revenues in fiscal 1983, and for the current year, the company projects Tulsa will gross at least $1 million.

Many of the company's newest cable homes are being added through limited partnerships, which leave United Cable free to concentrate financial resources on other opportunities in the marketplace. Part of United's new strategy has been to phase out its STV operation, Home Entertainment Network, which lost $19.3 million after taxes in fiscal 1983. Earlier this year, United entered into a subscriber transfer agreement with Oak Industries. Under the agreement, Oak purchased the subs to Home Entertainment Network's Chicago STV service. United is looking for buyers for its remaining HEN services in Cincinnati and Minneapolis/St. Paul.

Through the third quarter of fiscal 1984, United posted net earnings of $6.6 million compared with a loss of $709,000 for the comparable period in fiscal 1983. For the first nine months of fiscal 1984, revenues were up 23 percent to $102.9 million.

During the same nine-month period, United signed an agreement to acquire two cable systems with over 30,000 subs and 75,000 homes passed in Colorado and Nebraska from Tele-Communications Inc., and the company formed a limited partnership to develop a CATV system for the 65,000-home franchise in Hacienda Heights, South Whittier and La Puente, Calif. New franchise awards include Los Altos, Calif. (9,100 homes) and La Puente, Calif. (7,200 homes). United was the sole bidder for the Baltimore, Md. franchise of 302,000 homes.

In addition to cable TV, United is increasing its communications interests to encompass radio paging, cellular radio, multichannel MDS and high-speed data communications networks. Quite apart from these business activities, the company acquired the Tulsa Roughnecks soccer team for what it termed "a minimal investment."

VIACOM INTERNATIONAL INC.
1211 Ave. of the Americas
New York, N.Y. 10036
(212) 575-5175
Ralph Baruch, chairman
Terrence Elkes, president

Cable interests:

- Viacom Cable Television Division. 740,300 subs (4/84). Ranked 10th among top 100 MSO's.
- Joint venture with Gill Industries to operate Bay Area Interconnect.
- Joint venture with Group W Cable to form Northwest Cable Interconnect,

serving 245,000 subs in Seattle/Tacoma, Wash.

• Viacom Programming Development and Production. Develops, produces and acquires entertainment and informational programming for all media.

• Viacom Enterprises. World's leading independent distributor of television programming.

• Showtime/The Movie Channel. Joint venture of Viacom, Warner Communications Inc. and Warner Amex Cable Communications. Combined two satellite pay cable services under a single management. Viacom owns 50 percent interest. Total subs: 7.9 million (4/84). Acquired assets of Spotlight in February 1984.

• Lifetime. Joint venture with Hearst/ABC Video Services resulting from merger of Cable Health Network, developed by Viacom, and Daytime, owned by Hearst/ABC Video Services. Viacom owns equity interest in CHN and a one-third partnership interest in Lifetime, an ad-supported health and lifestyle channel reaching 17.4 million cable homes. (4/84)

• Viacom World Wide. Formed in 1982 to explore international marketing possibilities.

• Partnership agreement with Capital City Cable to act as managing company in connection with the former's franchise application for the District of Columbia.

• Exclusive rights to Paramount Pictures Corp.'s theatrical motion pictures releases for the next five years, concluded by S/TMC.

• Joint venture with Continental Cablevision to operate Dayton, Ohio interconnect.

• Joint venture to produce Japanese tele-text with Tokyo Broadcasting System, Mainichi Newspapers and Sports Nippon.

Communication interests:

• Four television stations: Three VHF and one UHF.

• Six radio stations: Five FM and one AM.

• Agreement to purchase WEAM, an AM licensed to Arlington, Va.

• MGS Services. Distributor of television commercials, films and videocassettes.

For the 13th straight year, Viacom International posted a record financial performance. Total revenues increased 12 percent to $315.5 million, while net earnings rose 8 percent to $28.1 million, and total assets grew by 7 percent to $717.5 million.

Viacom is engaged in virtually every aspect of television through five operating divisions: Viacom Broadcasting Group, which owns and operates four television stations and six radio stations (seven, if the FCC approves the pending acquisition of a Virginia AM); Viacom Cable Television Systems, which is the nation's 10th-ranked MSO, serving more than 740,000 subs; Viacom Entertainment Group, which produces and distributes television programming; MGS Services, which distributes TV commercials, film and videocassettes; and Viacom World Wide, which markets video programming abroad.

Last year was momentous for Viacom on many fronts. In September, Showtime, owned by Viacom, and The Movie Channel, owned by Warner Communications and Warner Amex Cable Communications, were merged under joint management. Showtime currently has 5 million pay subs and The Movie Channel close to 3 million. Shortly thereafter, Showtime/The Movie Channel obtained an exclusive five-year contract for the national pay television rights to Paramount Pictures Corp's theatrical motion picture releases. In February 1984, Showtime/The Movie Channel was given a vote of confidence from the financial community when it was granted a $150 million revolving credit/term loan agreement. Then, that same month the new service added nearly 700,000 subs when it acquired the assets of Spotlight, the discontinued national pay TV service.

To save the ailing Cable Health Network, in which it had a minority interest, Viacom entered into another programming venture. In November, Viacom agreed to merge CHN with Daytime, owned by Hearst/ABC Video Enterprises, to form a new ad-supported service, called Lifetime. Lifetime, which debuted in February, is available in 17.4 million cable homes. Viacom owns a half-interest in the new network.

Viacom's Cable Television Division recorded record revenues and earnings last year, and with an eye toward the future pay-per-view market, made progress toward equipping its systems with state-of-the-art addressable technology. The division also participated in interconnects in San Francisco, Calif.; Dayton, Ohio; and Seattle/Tacoma, Wash. Total cable TV revenues jumped 34.2 percent to $151.5 million in 1983; earnings rose 14.7 percent to $22 million and identifiable assets grew by 22.4 percent to $269.7 million.

Viacom is also developing a Japanese tele-text system in a joint venture with Tokyo Broadcasting, Mainichi Newspapers and Sports Nippon. Through Viacom World Wide, the company is pursuing cable programming opportunities abroad.

WALT DISNEY PRODUCTIONS
500 S. Buena St.
Burbank, Calif. 91521
(213) 840-1000
Raymond Watson, chairman
Ronald Miller, president

Cable interests:

• The Disney Channel. Subs: 913,000 on 1,300 systems. (3/84)

Communication interests:

• Walt Disney Pictures.

• Home Video Division.

• Walt Disney Television.

• Walt Disney Telecommunications and Non-Theatrical Co.

• Wonderland Music Co.

• Walt Disney Educational Media Co.

• Character Merchandising and Publications.

Fifty years after Donald Duck made his silver screen debut in "The Wise Little Hen," Walt Disney Productions has grown into a diversified company engaged in three main business segments: Entertainment and Recreation, Motion Pictures and Consumer Products. Under its Motion Picture Division, WDP produces films for theatrical, television and home video distribution.

The Disney Channel, launched in April 1983 with an estimated 40,000 subs, is WDP's sole entry into the cable television programming field. Initially conceived as a 50-50 partnership between the company and Westinghouse's Group W Satellite Communications, The Disney Channel became wholly a Disney affair when the working arrangement with GWSC fell apart shortly after it debuted. Currently, The Disney Channel, a premium service, has 913,000 subs on 1,300 cable systems in 50 states. Recently, the channel expanded its hours of operation from 16 to 19.

During fiscal 1983, which ended Sept. 30, WDP achieved its 16th consecutive year of record revenues, reaching $1.3 billion, 27 percent better than 1982's figure of $1.03 billion. But net income declined 7 percent to $93.2 million from $100.1 million in 1982, attributed, in part, to an anticipated $28.3 million operating loss incurred by The Disney Channel. The channel's losses, which the company described as lower than anticipated, continued into the first two quarters of fiscal 1984, and were $9 million and $11 million, respectively. According to the company, the cable service will break even by mid-to-late fiscal 1985, or as soon as the subscriber totals reach 2 million. Programming on The Disney Channel consists of films from the Disney library as well as original productions, and occasionally features entertainment specials

from Disneyland and Walt Disney World.

In moves to expand its profile in movies and television in general, WDP created Walt Disney Pictures as a separate company in June 1983, and formed a new television division, Walt Disney Television, which is actively pursuing made-for-TV movies, pilots and other series. Through its home video division, WDP licenses and sells its filmed product to the home video market. At least 53 Disney feature films are now distributed through that division.

The company is also engaged in the real estate; music, book and magazine publishing; record production, and merchandising businesses. In addition, it operates the Epcot Center at Walt Disney World in Orlando, Fla., several theme parks, and recently opened Tokyo Disneyland in Japan.

WARNER COMMUNICATIONS INC.
75 Rockefeller Plaza
New York, N.Y. 10019
(212) 484-8000
Steven Ross, Chairman

Cable interests:

- Warner Amex Cable Communications. Joint ownership (50-50) with American Express Co. 119 systems in 25 states; total subs: 1.4 million. Sixth-largest MSO in United States. (2/84)
- Warner Amex Satellite Entertainment Co. Distributes MTV: Music Television, an ad-supported rock music program service reaching 19.3 million cable households, and Nickelodeon, an ad-supported children's programming channel, reaching 18.4 million cable homes. (4/84)
- QUBE interactive systems operating in Cincinnati; Columbus, Ohio; Pittsburgh, Dallas, five Chicago suburbs and a portion of St. Louis.
- Warner Amex Security Systems. Offers subscribers a 24-hour home security service.
- Home Sports Entertainment. Regional pay sports service available on Dallas and Houston systems, discontinued in Pittsburgh.
- Showtime/The Movie Channel. Joint venture of Viacom International (50 percent interest), Warner Communications Inc. (31 percent) and Warner Amex (19 percent). Merged the two pay TV movie services under common management. In February 1984, S/TMC acquired the exclusive national pay TV rights to all theatrical motion pictures released over the next five years by Paramount Pictures Corp.

Communication interests:

- Consumer electronics. Atari video games.
- Filmed Entertainment. Through Warner Bros., Warner Bros. Theatrical, Warner Bros. Television, Warner Home Video and Licensing Corp. of America produces and distributes films for television, pay television and home video markets; owns Panavision, a leading manufacturer of motion picture cameras.
- Recorded Music and Music Publishing. Owns Warner Bros. Music, Atlantic Records and Elektra/Asylum/Nonesuch Records among other companies.
- Warner Publishing. Publishes books, comic books and home computer software.
- Owns 48 percent interest in the Pittsburgh Pirates baseball club.
- Owns and operates, through a 95 percent-owned subsidiary, the Cosmos soccer team.
- Holds 42.5 percent interest in BHC Inc., the broadcast television subsidiary of Chris Craft Industries Inc.

Earlier this year, Warner Communications Inc. beat back a hostile takeover bid by Rupert Murdoch, the Australian publishing tycoon, but only after it had agreed to pay him over $170 million (including an estimated $40 million in profits) to reacquire the WCI shares Murdoch had gobbled up. This was a bitter postscript to a troubled year for Warner Communications, one in which the communications conglomerate lost $417.8 million on $3.4 billion in revenues, a ghastly drop of 262 percent and 16.3 percent, respectively, from the net profit of $257.8 million WCI made on $4.1 billion in revenues in 1982. Warner attributed the hemorrhage to a $539 million loss sustained by its Atari video games subsidiary as well as a $99 million after-tax loss on $438 million in revenues reported by its cable operations, owned jointly with American Express Co. In 1982, the co-venture reported losses of $47 million.

Warner's cable operations have been co-owned with American Express since 1979, when the latter bought a 50 percent share of Warner Cable for $175 million. In 1980, the cable and programming functions of the company were split off into two separate entities: Warner Amex Cable Communications, which owned and operated the systems, and Warner Amex Satellite Entertainment Co., which concentrated on producing and distributing programming. Today, Warner Amex Cable Communications is the sixth-ranked MSO, operating 119 systems in 25 states and serving a total of 1.4 million subs; while WASEC produces MTV: Music Television (available over 2,400 systems with 19.3 million households) and Nickelodeon (available on over 3,200 systems with 18.4 million households). MTV, a 24-hour, ad-supported rock music channel, has enjoyed great success in attracting advertising, and, following the industry pattern, began charging per-subscriber fees to cable operators in 1983. Nickelodeon, a channel devoted to children's programming, began carrying advertising for the first time last year.

Prior to September 1983, WASEC owned and distributed The Movie Channel, a premium movie service available in approximately 2.3 million cable homes. In September, WCI, Warner Amex and Viacom International agreed to form a new corporation, Showtime The Movie Channel, to own and operate Viacom's Showtime, another pay TV movie service, and WASEC's TMC. Viacom owns 50 percent of the company's stock, WCI 31 percent and Warner Amex 19 percent. A few months later, S/TMC acquired the exclusive national pay TV rights to carry motion pictures released theatrically by Paramount Pictures Corp. The exclusive contract is for five years. At about the same time, S/TMC secured a $150 million revolving credit loan from 10 major banks, and acquired the assets of Spotlight, a 24-hour pay TV service that terminated operations last year.

On other fronts, where the news has been less positive, Warner Amex has initiated several measures to stanch the flow of red ink. Under the leadership of Drew Lewis, chairman and CEO of Warner Amex, the joint venture has stopped feeding Home Sports Entertainment, a W-A regional sports pay cable service, to Pittsburgh subs, casting a shadow over the service's future in Dallas and Houston, its two remaining markets. Eight months after it was launched, the Qube Network, a nightly feed of interactive programming to six W-A Qube systems, was given a quick burial. Warner Amex announced in January of this year that it was "repositioning" Qube to focus on pay-per-view events, occasional specials and local programming rather than a costly nightly interconnection of systems. Early in 1984, Warner Amex submitted proposals to several major cities in which it holds franchises, Milwaukee, Cincinnati and Dallas among them, requesting rate increases or cutbacks in the level of services it was obligated to provide. In March, the company entered into an agreement to sell its Qube system in Pittsburgh to Tele-Communication Inc., pending approval of Pittsburgh authorities. The W-A system in Chicago also has been mentioned as a possible candidate for sale.

On the up side, Warner Amex's clustering policy resulted in the acquisition of a cable system passing approximately 47,000 homes in the suburbs of Houston, Texas, and a 78 percent interest in Gulf Coast Cable Television, which serves approximately 100,000 subs in southwestern Houston. All told, Warner Amex sold 20 systems in 1983 as part of its program to cluster cable operations. In July 1983, Warner Amex won franchises to wire parts of the boroughs of Queens and Brooklyn in New York City, taking in about 500,000 homes.

Despite operating revenues of $438 million in 1983, cable operations are only a small part of Warner Communications' business activities, which include video games, children's toys, book publishing, recorded music and music publishing, direct response marketing (through the Franklin Mint) and ownership of professional sport teams.

WESTINGHOUSE ELECTRIC CO.
Westinghouse Building
Gateway Center
Pittsburgh, Pa. 15222
(412) 244-2000
Douglas Danforth, Chairman

Cable interests:

- Group W Cable. 150 systems in 34 states, 2 million subs. Third-largest MSO. (4/84)
- Group W Satellite Communications. Sells and markets The Nashville Network, a division of Opryland USA Inc. (ad-supported network with country music twang, 1,636 affiliates with 12.6 million subscribers, as of April 1984); owns, operates and distributes Home Team Sports, a regional sports network launched in the Washington, D.C. area on April 4, 1984 with approximately 55,000 pay TV subs; and owns, operates and distributes the Sonics SuperChannel, a regional pay sports service in Seattle/Tacoma market, with approximately 25,000 subs.
- Home Theatre Network. pay TV movie network offered on more than 400 systems with 267,000 subs.
- EvenTelevision. Joint pay-per view venture with ATC, TCI and Caesar's World.
- Testing teletext service for cable in Buena Park, Calif.
- Joint venture with Viacom Cable to create Pacific Northwest Interconnect, which will sell advertising of five Seattle/Tacoma area cable systems.

Communication interests:

- Group W Television: Five VHF stations and one UHF (In March 1984, Group W announced it had signed a letter of intent to sell WPCQ-TV in Charlotte, its only UHF TV station).
- Radio Group: Six Am and five FM stations.
- Group W Productions. Serves the syndication, network and cable program market.
- Muzak. World's leading supplier of environmental music.
- Filmation Associates. Children's animation programming company.
- TVSC. Videotape duplication production facility.
- Newsfeed Network. Independent television news cooperative feeding 48 stations via satellite.

During 1983, Group W expanded and upgraded its cable operations, which were originally acquired in August 1981 when the company bought Teleprompter Corp. for $676 million. Along with Teleprompter came 1.64 million subs plus a 50 percent interest in the second largest satellite-fed movie channel in the country, Showtime, and two non-cable-related companies, Muzak and Filmation studios. In the third quarter of 1982, Group W sold for $75 million its 50 percent interest in Showtime to Viacom, which now is the exclusive owner of the service.

Group W Cable, which was erected on the Teleprompter superstructure, now operates 150 systems in 34 states, passing 3.4 million homes with 1.6 million pay unit subs. Group W's growth was achieved despite a Federal Communications Commission-mandated divestiture of several cable systems in connection with the Teleprompter acquisition. The systems were sold for about $100 million.

Group W's cable programming arm is Group W Satellite Communications, which owns, distributes and operates several satellite-fed basic and pay cable services. GWSC sells and markets The Nashville Network, a division of Opryland USA Inc., which reaches 12.6 million subs over 1,636 affiliated cable systems. TNN, which offers 18 hours ad-supported, of country music-oriented programming daily, was launched in early 1983 with a base of 6 million subs. In addition to TNN, GWSC owns and operates two regional pay sports networks: Home Team Sports, which was introduced in the Washington, D.C. area in April with approximately 55,000 paying customers, and the Sonics SuperChannel, which serves approximately 25,000 subs in Seattle/Tacoma. HTS carries Baltimore Orioles baseball games, Capitals hockey games and Bullets basketball games. SSC features live coverage of Seattle SuperSonics basketball, University of Washington sports as well as a variety of other area professional and collegiate teams.

Satellite News Channel, the most ambitious GWSC venture (in conjunction with ABC) was sold to Turner Broadcasting System last year for $25 million, $12.5 million to each of the partners. The move was necessitated, Group W said, because the 24-hour news service failed to achieve anticipated advertising revenues. TBS subsequently discontinued the service.

Last year, Group W Cable Associates of northwest and northcentral Chicago, two limited partnerships, were selected by the Chicago City Council to provide CATV service to the city's northwest and northcentral franchise areas, comprising 410,000 homes, or about 40 percent of Chicago's population. Capital constructions costs, it was estimated, will exceed $300 million. In June, Group W Cable and American Television and Communications Corp. reached an agreement to exchange cable systems. Under the terms of the deal, Group W received a group of 10 systems in four states, owned by ATC; and ATC received Group W systems serving Johnstown, Pa. and 21 adjacent communities.

Late last year, Group W Cable and Viacom announced the creation of the Pacific Northwest Interconnect (PNI), a partnership that will sell advertising on five Seattle/Tacoma area cable systems.

In addition to its cable systems and GWSC operations, Group W owns Home Theatre Network, a pay-TV-movie service with 267,000 subs, is engaged in a joint venture with ATC, TCI and Caesar's World to produce pay-per-view events; and is testing a cable-based teletext service in Buena Park, Calif.

Revenues in 1983 from Group W's Broadcasting and Cable division, which are consolidated, were $852 million, up from $726 million in 1982. Operating profit from the division was $47.8 million, slightly better than the $47.1 million reported the previous year. Identifiable assets also improved, from 1.6 billion in 1982 to nearly 1.7 billion in 1983.

Westinghouse Electric, which makes a wide range of industrial and consumer products, achieved sales and operating revenues of $9.5 billion last year, a drop from 1982's total of $9.7 billion. Net income was marginally down to $449.0 million from $449.3 million in 1982.

WOMETCO ENTERPRISES INC.
316 N. Miami Ave.
(305) 579-1120
Elton Cary, chairman
Van Myers, president

Cable interests:

- Wometco Cable TV Inc. (85 per-

cent) Systems in Georgia, Mississippi, Louisiana, Alabama, New York, North Carolina, South Carolina and Oklahoma. Total subs: 278,682, as of February 1984. (Includes small system in the Bahamas).

Communication interests:

- Six television stations (all VHF).
- Wometco Home Theater. Over-the-air subscription TV service. (New York, New Jersey, Connecticut and Pennsylvania)

Wometco is the 22nd largest multiple system operator in the country with close to 280,000 subscribers in eight states. In 1983, Wometco Cable TV, its 85-percent owned subsidiary, acquired — for $7.7 million — a cable system serving Slidell, Mandeville and other portions of St. Tammany Parish, La., and a second system service Conyers, Ga. and portions of Rockdale County, Ga. These acquisitions added approximately 8,400 basic subs with an annualized revenue potential of $1.9 million. The cable company made a total of $137.6 million in investments in its systems last year, up from $114.9 million in 1982. Total assets were $145.2 million, an increase of 15.5 percent from 1982's $125.8 million. Wometco Cable TV's revenues also registered gains, increasing 26.2 percent to $58.1 million from $45.9 million in 1982; while net income climbed 43.1 percent to $6.1 million from $4.3 million the previous year.

Last December, the Board of Directors of Wometco Enterprises approved a leveraged buyout of the company, organized by the New York investment firm of Kohlberg Kravis Roberts & Co. At a special meeting of shareholders this past March, the buyout, worth an estimated $825 million, was approved by an overwhelming majority, although at press time, no closing date for the deal had been set. If consummated, all of Wometco's holdings will be acquired by KKR, including Wometco Cable. KKR also will acquire the outstanding 15 percent interest in Wometco Cable not owned by Wometco Enterprises.

Besides its cable activities, Wometco owns six television stations, movie theaters, soft drink bottling plants, vending services and an STV service, called Wometco Home Theater. In 1983, Wometco Enterprises had revenues of $519.7 million, compared with $493.4 million in 1983, and a net income of $30.9 million, up from $26 million in 1982.

ZENITH RADIO CORP.
1000 Milwaukee Ave.
Glenview, Ill. 60025
(312) 391-7000
Walter Fisher, chairman
Jerry Perlman, president

Cable interests:

- Manufactures Z-TAC (Zenith Tiered Addressable Converter) converters and decoders; Z-View two-way, addressable decoders permitting impulse pay-per-view options; and Computer Space Command, a remote transmitter that operates both Z-TAC and Z-View decoders; and Z-Text cable-teletext decoders.
- Manufactures electronic studio equipment and cable TV management and billing software.

Communication interests:

- Manufactures black-and-white and color TV sets, videocassette recorders, micro-computers, multichannel TV stereo sound transmission systems, projection and component TV systems, video cameras and over-the-air teletext equipment.
- The Heath Company. A wholly owned subsidiary producing and marketing consumer electronics products in kit and assembled form.

Zenith has halted the plunge in its profitability which was reflected in a 41 percent drop in net income in 1982. In 1983, the company reported net earnings of $46.3 million, compared with a restated net loss of $24.3 million in 1982. Sales were up slightly to $1.36 billion from $1.24 billion the previous year. Recoveries in each of Zenith's four business segments — consumer electronics, cable TV, computers and components — contributed to the rebound.

The Zenith cable products division nearly doubled its sales of addressable decoders, cable TV studio equipment and teletext and videotex equipment in 1983 to $152 million, from $80 million in 1982. Zenith maintains a leadership position in 1982. Zenith maintains a leadership position in United States sales of addressable decoders. Since 1980, more than 2 million Z-TAC addressable converters have been shipped to cable companies and STV outlets in North America. In 1983 alone, 125 cable systems installed more than 1 million such decoders in subscriber homes.

Last year, Zenith broadened its array of cable-related products, introducing the Zenith Z-View system, a line of converter/decoders for pay-per-view programming and billing as well as opinion polling. Three Z-View systems are being installed in the first quarter of 1984, the company said. In addition, Zenith began shipping Z-Text cable-teletext decoders to customers in 1983 after a year's testing in San Diego, Calif., Orlando, Fla., and other locations. Zenith has also developed the Virtext and Virdata teletext systems for picking up satellite transmissions of newswire reports.

Production facilities in Toronto and Chihuahua, Mexico were expanded to meet the increased demand for addressable decoders.

Unit sales to dealers of Zenith color televisions increased more than 10 percent last year from 1982 levels, and revenues from the company's computers, peripherals and Heath Company segment grew 13 percent over the same period.

If we missed you
at your booth . . .
Come see us at ours!

Booth 1044 D
Titsch Communications, Inc.

CableVision
CED
CABLEFILE

Top 100 cable MSOs

Rank	Multiple system operator	Basic subs	Pay subs	Homes passed	As of date
1	Tele-Communications Inc	2,766,000	1,949,000	3,650,000	(1/84)
2	American Television and Communications Corp	2,400,000	2,200,000	4,400,000	(12/83)
3	Group W Cable	1,988,352	1,570,592	3,519,847	(4/84)
4	Cox Cable Communications Inc	1,494,008	1,573,136	2,630,914	(4/84)
5	Storer Cable Communications	1,413,000	1,410,000	2,647,000	(3/84)
6	Warner Amex Cable Communications Inc	1,382,963	1,237,000	2,978,121	(4/84)
7	Times Mirror Cable TV Inc	961,638	828,130	1,839,404	(4/84)
8	Continental Cablevision	868,000	962,000	1,630,000	(4/84)
9	Newhouse Broadcasting	835,977	980,204	1,295,807	(4/84)
10	Viacom Cablevision	747,145	598,963	N/A	(4/84)
11	United Cable Television Corp	649,000	551,000	1,179,000	(3/84)
12	Sammons Communications Inc	593,000	462,000	957,000	(4/84)
13	Rogers Cablesystems Inc	526,000	714,219	1,054,150	(4/84)
14	Cablevision Systems Development Co	502,000	1,298,000	1,026,000	(4/84)
15	Comcast Cable Communications	459,000	471,000	824,000	(4/84)
16	Telecable Corp	410,478	428,090	674,488	(4/84)
17	Jones Intercable	387,748	226,362	624,410	(4/84)
18	Heritage Communications Inc	379,288	266,970	697,351	(4/84)
19	Capital Cities Cable Inc	354,560	256,031	536,972	(4/84)
20	UA Cablesystems Corp	345,549	329,575	623,093	(4/84)
21	General Electric Cablevision	326,700	202,100	524,500	(4/84)
22	Wometco Cable TV Inc	287,516	236,663	506,038	(4/84)
23	Century Communications Corp	275,000	215,000	425,000	(4/84)
24	Prime Cable Corp	269,366	286,627	499,035	(4/84)
25	Multimedia Cablevision Inc	257,984	274,773	449,268	(4/84)
26	Daniels & Associates	240,041	250,009	454,410	(4/84)
27	Centel Cable Television Co	239,726	123,219	382,339	(3/84)
28	TCA Group	235,287	73,556	308,388	(4/84)
29	MacLean Hunter Cable TV Ltd	234,061	309,302	465,013	(3/84)
30	American Cablesystems Corp	192,280	222,140	342,850	(4/84)
31	Service Electric Cable TV Inc	189,500	N/A	N/A	(4/84)
32	Scripps-Howard	189,198	255,874	362,689	(4/84)
33	Colony Communications Inc	181,683	176,702	307,441	(4/84)
34	Adelphia Communications	181,000	87,600	193,500	(4/84)
35	Communications Service Inc	175,000	105,500	N/A	(9/83)
36	Cable Vision Industries	174,660	63,089	137,084	(4/84)
37	Rollins Inc	172,800	141,300	290,550	(4/84)
38	Cablentertainment Inc	167,124	81,502	225,695	(4/84)
39	Tribune Cable Communications	158,235	146,686	324,084	(4/84)
40	Western Communications	148,713	72,631	199,716	(4/84)
41	McDonald Group	139,585	87,028	179,789	(6/83)
42	Adams-Russell Communications	128,716	139,858	229,045	(4/84)
43	Midcontinent Cable Systems Co	127,644	67,918	206,417	(4/84)
44	Harron Communications Corp	126,289	76,344	192,971	(4/84)
45	Midwest Video Corp	118,102	30,364	200,000	(9/83)
46	McCaw Communications	116,800	60,300	182,200	(4/84)
47	Buckeye Cablevision	115,528	49,810	184,005	(4/84)
48	Sutton Capital Group	114,301	118,843	212,682	(3/84)
49	Televents Inc	109,021	72,683	150,291	(4/84)
50	Falcon Communications	108,161	127,245	257,000	(4/84)
51	Armstrong Utilities	104,856	70,025	153,021	(4/84)
52	Harris Cable Corp	103,008	49,575	201,714	(4/84)
53	Communications Systems Inc	94,655	69,284	156,886	(4/84)
54	Lenfest Group	89,208	77,331	136,630	(4/84)
55	Summit Communications	87,989	70,278	147,195	(4/84)
56	Multi-Channel TV Cable Co	87,755	44,608	125,600	(4/84)
57	Greater Media	84,642	65,149	157,624	(4/84)
58	US Cable Corp	84,500	126,000	152,200	(4/84)
59	McClatchy Newspapers	82,954	53,729	179,414	(4/84)
60	King Videocable Co	80,169	47,870	105,000	(4/84)
61	Perry Cable TV Corp	78,334	35,129	132,399	(4/84)
62	Palmer Communications	77,174	44,083	101,400	(4/84)
63	National Telecommunications Corp	76,655	38,730	96,006	(12/83)
64	The Essex Group	75,433	36,191	113,224	(4/84)
65	WEHCO Video Inc	73,300	42,600	N/A	(4/84)
66	Ultracom Inc	72,582	68,532	185,883	(4/84)
67	Acton Corp	72,000	64,000	210,490	(4/84)
68	Omega Communications	68,000	N/A	88,000	(4/84)
69	Booth Communications	67,433	37,600	110,000	(4/84)
70	Susquehanna Broadcasting	66,466	55,249	103,786	(4/84)
71	Sonic Cable TV	63,941	33,596	N/A	(4/84)
72	Wabash Cablevision	63,900	65,000	137,200	(4/84)
73	Cable Management Associates Inc	63,500	24,500	N/A	(4/84)
74	Pencor Service Inc	62,830	24,620	64,785	(4/84)
75	Marsh Media	56,000	29,074	38,179	(3/84)
76	Selkirk Communications	53,591	51,727	N/A	(4/84)
77	Omni Cable TV Corp	52,509	N/A	N/A	(12/83)
78	The Daily Press	52,000	61,000	90,000	(4/84)
79	Harte Hanks Communications	48,319	49,306	97,975	(4/84)
80	Simmons Communications	46,328	21,744	63,481	(4/84)
81	Matrix Enterprises	43,320	40,185	88,492	(4/84)
82	Helicon Corp	43,041	18,085	63,200	(4/84)
83	Cencom Cable Association	41,403	27,004	76,660	(4/84)
84	Chambers Communications Corp	40,975	20,557	60,689	(4/84)
85	Donrey Cablevision	40,550	23,300	61,500	(4/84)
86	Joseph Gans	39,927	11,041	55,974	(4/84)
87	National Cablesystems Inc	38,212	21,211	60,930	(4/84)
88	Combined Cable Corp	38,200	29,200	66,000	(4/84)
89	United Video Management	35,400	45,000	52,000	(4/84)
90	Maseda Corp	35,179	36,832	81,000	(4/84)
91	New England Cablevision	35,173	29,612	55,268	(4/84)
92	Multivision Group	33,561	89,079	50,000	(4/84)
93	Cable Holdings Inc	32,946	27,234	67,000	(4/84)
94	Wisconsin Cablevision and Radio Co Inc	32,461	29,089	50,253	(4/84)
95	First Carolina Communications Inc	31,500	35,813	64,400	(4/84)
96	Whitney Communications Corp	30,000	16,000	N/A	(4/84)
97	United Broadcasting Co	30,000	10,100	N/A	(3/84)
98	Southern Cablevision	30,000	N/A	N/A	(4/83)
99	Mid America Media	28,061	10,701	35,000	(4/84)
100	Consolidated Cable Systems	27,435	29,216	51,000	(4/84)

Source: Subscriber counts are provided by MSOs to Titsch Communications Inc

Top 100 cable systems

Rank	Location	Operator	Basic Subs	Pay Subs	Homes Passed	As of Date
1	San Diego, CA	Cox Cable	242,283	191,714	N/A	(4/84)
2	Woodbury (Long Island), NY	Cablevision Systems	225,000	623,000	441,000	(3/84)
3	Manhattan, NY	ATC	187,900	131,400	379,100	(12/83)
4	Houston, TX	Warner Amex	184,414	N/A	N/A	(4/84)
5	Florida Division	ATC	179,800	131,000	308,400	(12/83)
6	San Antonio, TX	Rogers Cablesystems	178,840	310,740	355,200	(4/84)
7	East Orange, NJ	MacLean Hunter	160,109	187,978	319,247	(3/84)
8	Cincinnati area, OH	Warner Amex	137,090	N/A	N/A	(4/84)
9	Wayne, NJ	UA Cablesystems	130,156	106,579	284,892	(4/84)
10	Tulsa, OK	United Cable	114,099	100,212	201,465	(4/84)
11	Audubon, NJ	NYT Cable	113,388	117,202	220,478	(4/84)
12	Atlanta, metro area	Prime Cable	109,000	126,360	312,000	(4/84)
13	Rochester, NY	ATC	108,600	119,100	212,400	(12/83)
14	Erie County, NY	Prime Cable Corp.	106,444	88,431	183,578	(4/84)
15	Baltimore County, MD	Comcast Cable	106,000	129,000	214,000	(4/84)
16	Tidewater (Norfolk), VA	Cox Cable	103,866	136,541	N/A	(4/84)
17	San Jose, CA	Gill Industries	102,000	N/A	235,000	(4/84)
18	Austin, TX	ATC	98,900	113,400	178,800	(12/83)
19	Honolulu, HI	ATC	97,100	83,700	165,100	(12/83)
20	Jacksonville, FL	Continental	95,869	108,651	207,090	(4/84)
21	Toledo, OH	Buckeye Cablevision	95,310	40,858	150,000	(4/84)
22	Memphis, TN	ATC	94,300	137,500	231,700	(12/83)
23	Seattle, WA	Group W Cable	94,212	N/A	N/A	(3/84)
24	Central Islip, (Long Island), NY	Viacom Cablevision	94,061	63,996	N/A	(4/84)
25	Jefferson Parish/Kenner, LA	Cox Cable	92,511	138,097	N/A	(4/84)
26	Englewood, CO	United Cable Corp.	91,014	67,348	196,277	(4/84)
27	Manhattan, NY	Group W Cable	89,536	N/A	N/A	(3/84)
28	San Juan, PR	Harris Cable Corp.	88,360	38,283	179,592	(4/84)
29	San Francisco, CA	Viacom Cablevision	84,542	61,160	N/A	(4/84)
30	Grand Rapids, MI	General Electric	80,800	49,800	146,600	(4/84)
31	Wilmington, DE	Rollins Inc.	80,300	57,400	132,500	(4/84)
32	Wichita, KS	Multimedia Cablevision	80,268	90,238	131,843	(4/84)
33	San Diego, CA	ATC	78,900	52,000	130,700	(12/83)
34	Dallas, TX	Warner Amex	78,825	N/A	N/A	(4/84)
35	Seattle, WA	Viacom Cablevision	76,652	51,022	N/A	(4/84)
36	Phoenix, AZ	Times Mirror	74,439	102,551	199,657	(4/84)
37	Pittsburgh, PA	Warner Amex	74,287	N/A	N/A	(4/84)
38	Flint, MI	Comcast Cable	71,000	43,000	126,000	(4/84)
39	New Orleans, LA	Cox Cable	70,214	156,324	N/A	(4/84)
40	South Bend, IN	Heritage	67,496	25,882	125,003	(4/84)
41	Omaha, NE	Cox Cable	66,508	97,182	N/A	(4/84)
42	Richmond/Henrico County, VA	Continental Cablevision	66,106	67,868	155,407	(2/84)
43	Tacoma, WA	Cable TV of Puget Sound	65,993	73,827	120,557	(4/84)
44	Broward County, FL	Storer	65,660	78,978	124,398	(4/84)
45	Louisville, KY	Times Mirror	65,099	73,369	138,648	(4/84)
46	Charlotte, NC	ATC	64,600	50,200	119,100	(12/83)
47	Baton Rouge, LA	Daniels & Assoc.	64,258	56,330	118,152	(4/84)
48	Cleveland Heights, OH	Viacom Cablevision	64,080	77,591	N/A	(4/84)
49	Jefferson County, KY	Storer	63,508	100,530	110,256	(4/84)
50	Santa Monica, CA	Group W Cable	63,500	55,000	134,000	(4/84)
51	Pompano Beach, FL	American Cablesystems	62,615	51,950	128,470	(4/84)
52	Columbus, OH	Warner Amex	62,119	N/A	N/A	(4/84)
53	Oklahoma City, OK	Cox Cable	61,667	105,614	N/A	(4/84)
54	Akron, OH	Warner Amex	60,772	N/A	N/A	(4/84)
55	St. Petersburg, FL	Group W Cable	60,656	53,598	119,727	(4/84)
56	Buffalo, NY	TCI	60,439	39,809	140,740	(1/84)
57	Boston Complex (Malden), MA	Warner Amex	60,327	N/A	N/A	(4/84)
58	Allentown, PA	Service Electric Cable TV	60,000	N/A	N/A	(1/84)
59	Indianapolis, IN	Wabash Cablevision	59,500	60,900	126,500	(4/84)
60	Kansas City, MO	ATC	59,100	89,500	161,900	(12/83)
61	Santa Barbara, CA	Cox Cable	58,788	31,503	N/A	(4/84)
62	El Paso, TX	Group W Cable	58,401	N/A	N/A	(3/84)
63	Snohomish County, WA	Viacom Cablevision	58,384	31,097	N/A	(4/84)
64	Monterey, CA	Western Communications	58,050	39,353	76,338	(4/84)
65	Clearwater, FL	Newhouse Broadcasting	57,900	133,920	110,430	(4/84)
66	Sarasota, FL	Storer	57,642	25,385	77,127	(4/84)
67	Harrisburg, PA	Sammons Communications	57,200	30,000	90,200	(4/84)
68	Las Vegas, NV	Times Mirror	57,110	102,934	156,567	(4/84)
69	Hartford, CT	Times Mirror	55,992	69,571	111,881	(4/84)
70	Madison, WI	Midcontinent Cable/TCI	55,974	34,418	107,000	(4/84)
71	New Britain, CT	United Cable	55,825	35,279	80,359	(4/84)
72	Des Moines, IA	Heritage Communications	55,080	55,215	113,000	(4/84)
73	Chicago suburbs (Oak Park), IL	Cablevision System	55,000	131,000	139,000	(3/84)
74	Allentown, PA	Twin County Cable TV Inc.	55,000	N/A	N/A	(3/84)
75	Binghamton, NY	NewChannels	54,456	30,838	71,175	(4/84)
76	Columbus, OH	Coaxial Communications	54,300	N/A	98,520	(1/84)
77	New Haven, CT	Storer	53,619	43,524	86,256	(4/84)
78	Port Arthur, TX	TCI	52,470	N/A	N/A	(12/83)
79	Canton, OH	Warner Amex	52,367	N/A	N/A	(12/83)
80	Nashville, TN	Viacom Cablevision	52,268	82,414	N/A	(4/84)
81	Bridgeport, CT	Cablevision Systems/Scripps Howard	52,000	60,000	103,000	(3/84)
82	Knoxville, TN	TeleScripps	51,777	N/A	N/A	(3/84)
83	Lexington, KY	Telecable Corp.	51,532	77,440	84,557	(4/84)
84	Charleston, SC	Storer	51,457	52,240	103,866	(4/84)
85	Westchester Cty. (New Rochelle), NY	UA Cablesystems Corp.	51,422	71,470	153,355	(4/84)
86	Worcester (Leicester), MA	Greater Media Inc.	51,402	38,938	106,279	(4/84)
87	Shreveport, LA	ATC	51,400	46,600	94,100	(12/83)
88	Escondido/San Diego County, CA	Times Mirror	51,244	20,931	71,749	(4/84)
89	Jackson, MS	ATC	50,700	43,100	76,200	(12/83)
90	San Rafael, Marin Cty., CA	Viacom Cablevision	50,120	26,416	N/A	(4/84)
91	Reading, PA	ATC	50,000	27,500	69,800	(12/83)
92	Albuquerque, NM	Tribune Cable Communications Inc.	49,524	53,164	133,563	(4/84)
93	Chattanooga, TN	TeleScripps	49,349	30,239	99,842	(1/84)
94	Winston-Salem, NC	Summit Communications Inc.	48,892	33,232	75,619	(4/84)
95	Peoria, IL	General Electric	48,308	30,000	84,400	(4/84)
96	Quint Cities, IL	Cox Cable	48,175	36,973	N/A	(4/84)
97	Albany, NY	ATC	46,700	31,100	88,500	(12/83)
98	Spokane, WA	Cox Cable	46,693	39,350	N/A	(4/84)
99	Birmingham, AL	ATC	46,600	38,700	115,900	(12/83)
100	Bakersfield, Kern Cty., CA	Warner Amex	46,456	N/A	N/A	(4/84)

1. Includes Orlando, FL and Melbourne, FL

Source: Subscriber counts are provided by MSOs and individual systems to Tibech Communications, Inc.